CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, OCTOBER 19, 1907 NO. 42.

"Redcliffe" and "Globe"

The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL Managers, Canadian Branch.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

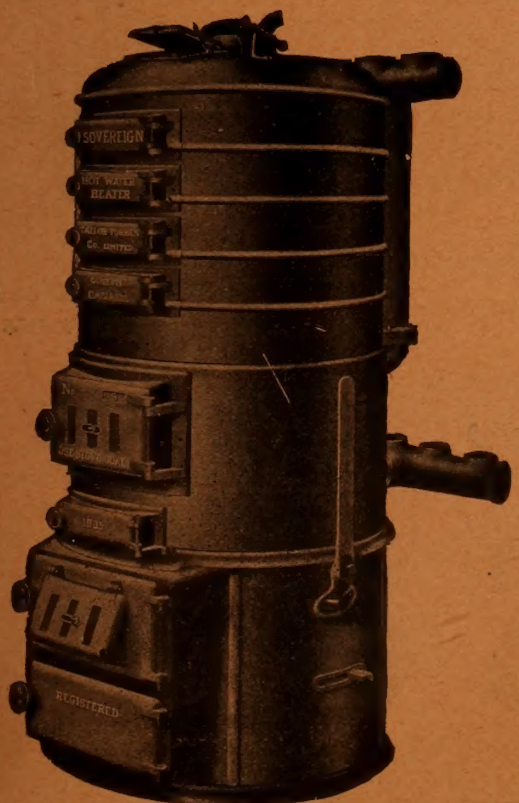
REGISTERED TRADE MARK

HARDWARE

PLYERS VICES

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.



"Sovereign" Boilers

have several points which make them more saleable than ordinary boilers. From the base-ring of the boiler to the "Sovereign" radiator in the topmost attic room, the

"Sovereign" Heating System

has yet to be equalled for efficiency and economy. Take the matter of fuel combustion. The fire-pot and combustion chamber are so constructed that every particle of combustible element, even in the very smoke, is consumed. This point of fuel economy, is alone sufficient to sell the "Sovereign" Boiler.

There are other points explained in "Simplified Heating," which is free for the asking. Send for a copy

TAYLOR-FORBES CO., Limited

Head Office and Works:—GUELPH, ONT.

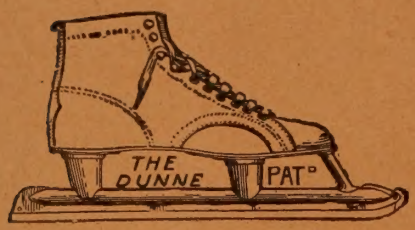
TORONTO—1088 King St. W. MONTREAL—122 Craig St. W.

WINNIPEG—The Vulcan Iron Works, Limited

ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St. QUEBEC, QUE.—The Mechanics Supply Company. VANCOUVER, B.C.—Boyd, Burns & Company.

Read "Want Ads." on Page 49

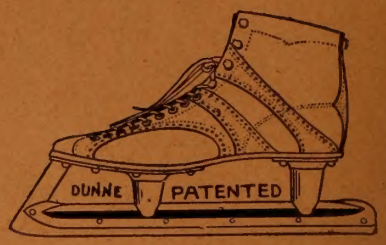
WINTER SPORTING GOODS



TUBE SKATES

HOCKEY PUCKS

SKATES AND BOOTS FOR HOCKEY



TUBE SKATES

HOCKEY STICKS

TOBOGGANS AND HANDSLEIGHS

GOAL PADS

ANKLE SUPPORTS

SHIN PADS

RACING SKATES

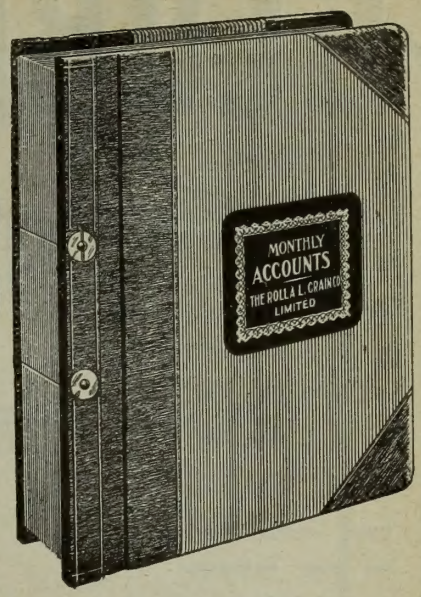
RICE LEWIS & SON

LIMITED

TORONTO.

Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.



THE CRAIN MONTHLY ACCOUNT SYSTEM

has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds one sheet as easily as it does 1,000, not one you must have a certain number of sheets in before it will bind, and then only allow you to extend to a limited number of accounts.

Write us for particulars

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

TORONTO: 18 Toronto Street
MONTREAL: 28 Alliance Bldg., 107 St. James St
WINNIPEG: 11 Nanton Block

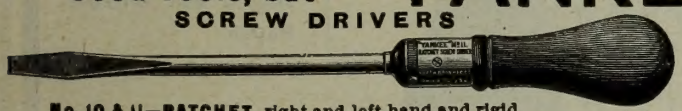
Other Tools are very Good Tools, but

"YANKEE TOOLS"

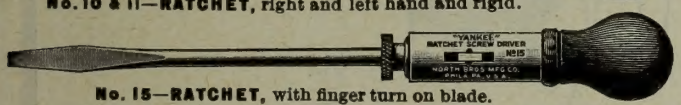
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

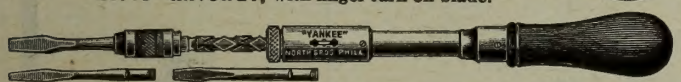
SCREW DRIVERS



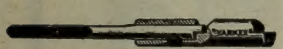
No. 10 & 11—RATCHET, right and left hand and rigid.



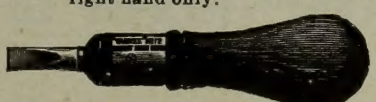
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.

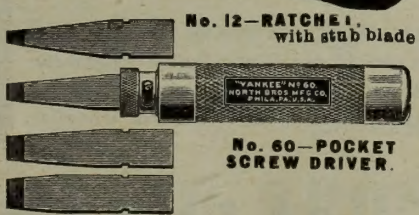


Chuck and 8 Drill Points for spiral ratchet screw driver.



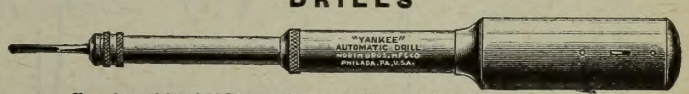
No. 12—RATCHET, with stub blade

Countersink, for spiral ratchet screw driver.

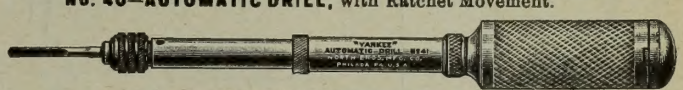


No. 60—POCKET SCREW DRIVER.

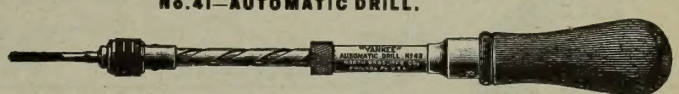
DRILLS



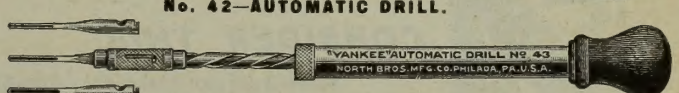
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



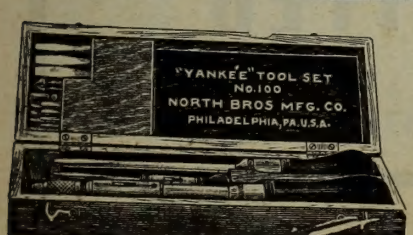
No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.

No. 44—AUTOMATIC DRILL, with adjustable tension on spring.

No. 50—RECIPROCATING DRILL, for wood or metals.



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SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

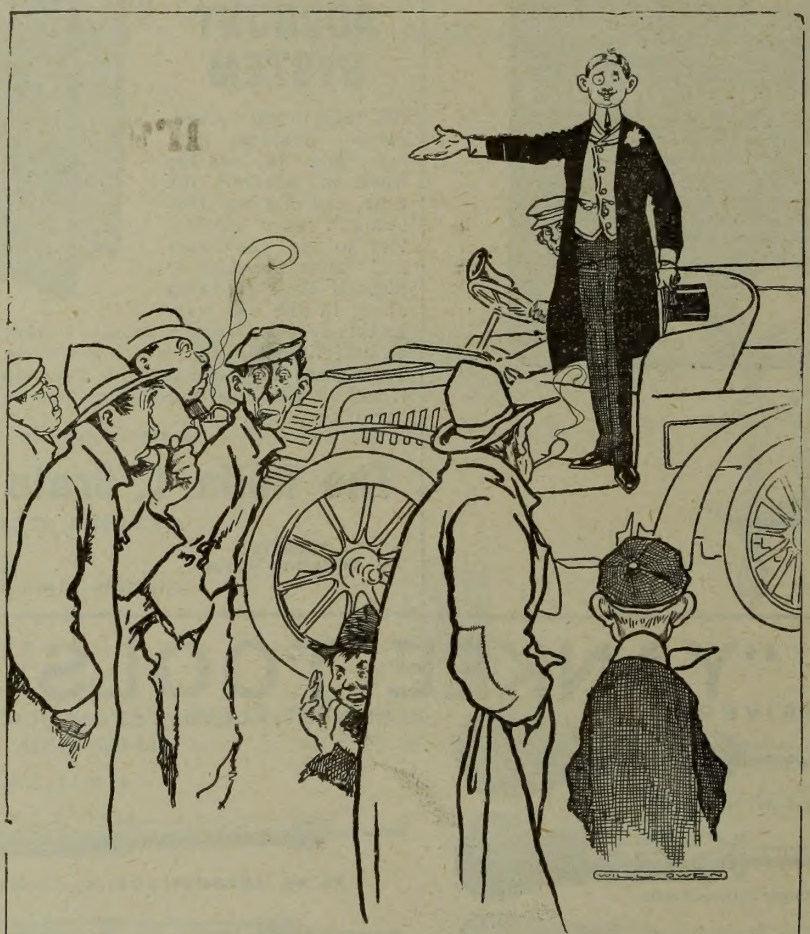
PHILADELPHIA, Pa.

GLOBE METAL POLISH

"THE PEOPLE'S CHOICE"

(For Polishing all Kinds of Gold, Silver, Copper or Brass)

Globe Polish has been manufactured for over half-a-century by the largest metal polish makers in the world. There is positively no acid, no grit nor injurious ingredients contained in the polish. Every tin is absolutely guaranteed to give entire satisfaction.



THE CANDIDATE:— "I ask you Gentlemen what has made this Great and Glorious Nation of ours a shining Example to all the World?"
VOICE from the Crowd:— "GLOBE METAL POLISH"

Has it ever occurred to you—why you should know what is really the best metal polish. One tin of poor polish will ruin dollars' worth of silver and make everlasting enemies. One tin of Globe Polish makes dollars' worth of improvement in the home and brings you more customers. That is one good reason why you should sell Globe Polish.

CONSIDER THIS

When you can make over fifty per cent. profit on every tin you sell.
When nearly 90 % of your customers should use Globe Polish constantly.
Wouldn't it pay you to PUSH the sale of Globe Polish, especially when you can get samples and advertising matter free? Ask the traveller or write.

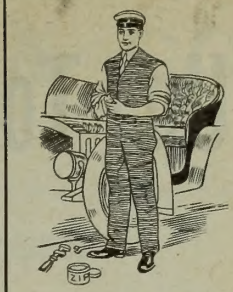
LEWIS BROS., LIMITED

Ottawa **MONTREAL** **Vancouver**
Toronto **Winnipeg** **Calgary**

READ THIS ADVERTISEMENT OVER AGAIN

The Machinist's Ideal

ZIP HAND SOAP



Grease Disappears Like Magic

A Quick Seller

Zip fills a long felt want.

Nothing like Zip has ever been offered to the trade that has taken so quickly.

Zip contains no acid or alkali.

BEWARE OF IMITATIONS

Large Profits

Zip is invaluable for **Machinists, Blacksmiths, Painters. In the Home.** Removes dirt, Grease, Oil, Tar, Paint, Stains.

Will not injure the tenderest skin.
Cures chapped hands.

Get in Right NOW Stock ZIP

Don't let your neighbor get ahead of you.

In the Kitchen—Lightning Cleanser

SOLE AGENTS:

LEWIS BROS., LIMITED

OTTAWA
TORONTO
Montreal
WINNIPEG
VANCOUVER
CALGARY

Instantaneous Ink and Stain Remover

Up-To-Date Lumbermen's Supplies

AXES

Forest King
Made by Josiah Fowler. A lumberman's axe. Hand-made, unequalled in quality and finish.

Blood's Champion
Made from Firth's best cast steel.

Forest Clipper—Black Prince Mikado
Fowler's and Blood's double bit axes.

Atkin's Victor Cross-cut Saws
They saw well. They sell well.

Disston's and Shurly & Dietrich Maple Leafs

Horse Blankets
Every size and kind.

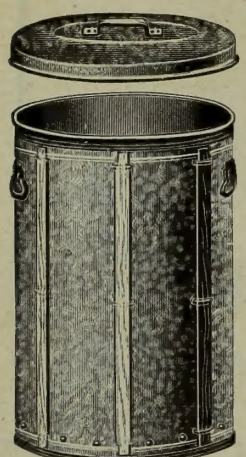
Pink's Lumbering Tools
Full assortment.

WRITE FOR PRICES

Thos. Birkett & Son Co., Limited, Wholesale Hardware **Ottawa, Ont.**

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

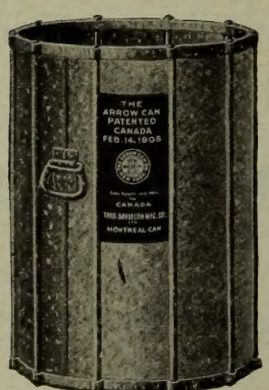


Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

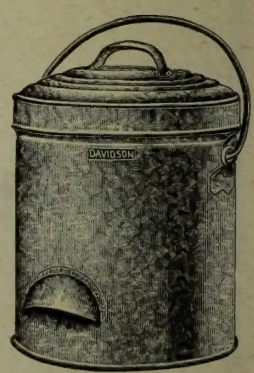
Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26



The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.



Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

H. S. HOWLAND. SONS & CO. LIMITED

HARDWARE MERCHANTS

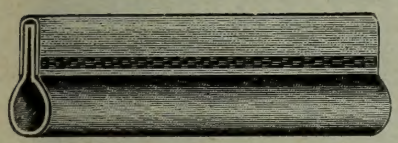
Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

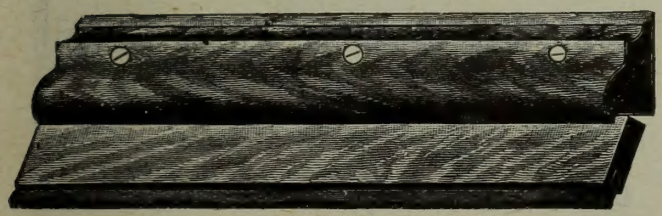
Weather Strips and Storm Sash Hangers

All Felt, ½ inch wide
For side of Windows.

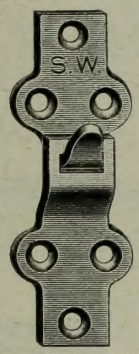


All Felt, ⅝ inch wide
For side and top of Doors.

All Felt, ¾ inch wide
For bottom of Doors.
Packed 50 feet a box.

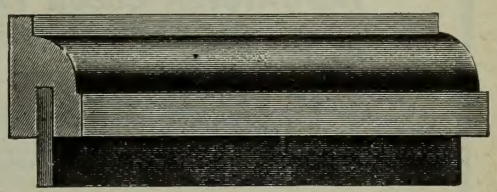


Wood and Felt Spring Door Bottom
3 inches wide. 36 inches long. 2 doz. a package.

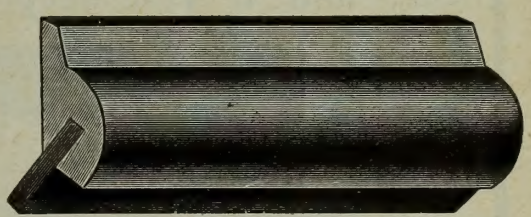


Patent Storm Sash Window Hanger
With these Hangers storm sash can be easily and quickly put up and taken down without the aid of ladder, nails or tools.

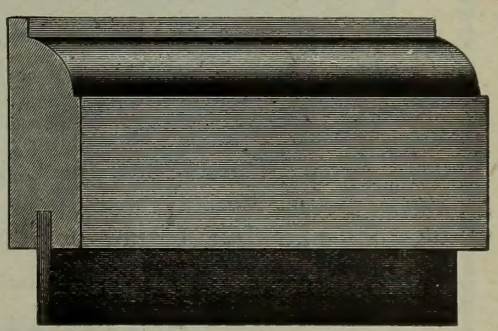
Wood and Felt, ⅜ inch wide
For side and top of Windows.



Wood and Felt, ⅝ inch wide
For sides of Windows and Doors.



Wood and Felt, ¾ inch wide
For centre of Windows.



Wood and Felt, 1¼ inches wide
For bottom of Doors.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

Our Prices are Right

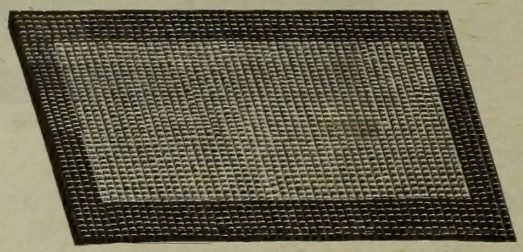
If you are not receiving our illustrated monthly circular, WRITE FOR IT.

We Ship Promptly

Why Not Be Ready

when the demand comes. **Door Mats will sell now.** This is one of the many lines which one is accustomed to look for in the foremost hardware store.

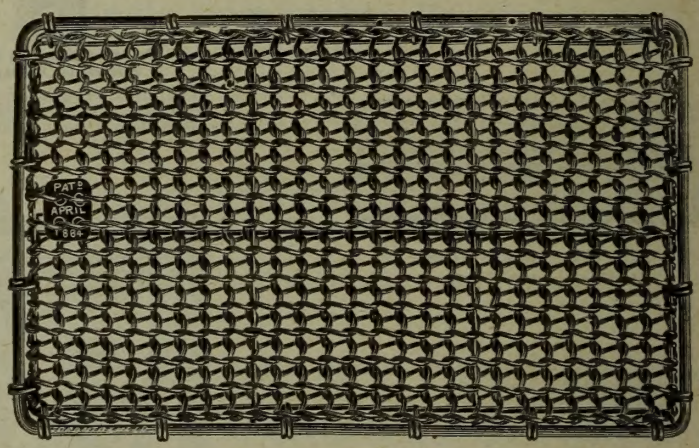
It is only necessary to keep a small variety to display them, and they will sell themselves.



Hard-woven Cocoa Fibre

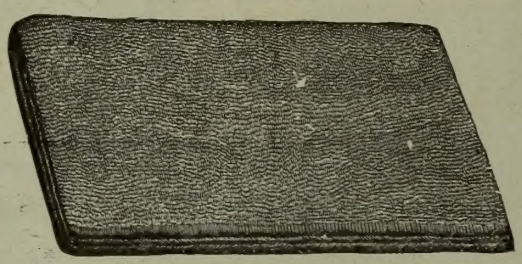
About ⅜-in. thick. Red Border.
Sizes, in., 14 x 24, 16 x 27, 18 x 30.

It pays to keep in stock the goods women ask for. Their trade is worth having, and if you keep the right goods, and make your store attractive, a large trade can be developed.



Wire Door Mats—Reversible

Galvanized Wire, Japanned Frame.
Sizes in., 16½ x 24, 18 x 28, 20 x 30, 22 36, 24 x 40, 24 x 48.



Brush-woven Cocoa Mat

About 1½.in. thick.
Sizes, in., 14 x 24, 16 x 27, 18 x 30, 30 x 33.

You should have the Cocoa, Fibre, and Wire Netting in your stock.

These lines were selected to sell, and we know they will sell, and that the prices are right.

Quotations Cheerfully Given on Request

Frothingham & Workman, Limited

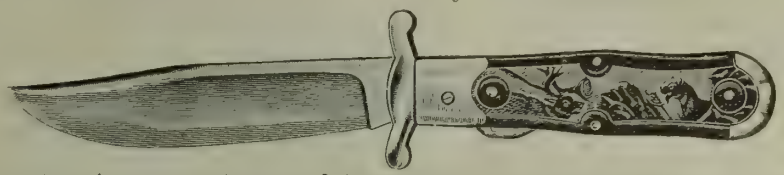
Hardware, Montreal

F. & W.

THE FALL HUNTING SEASON

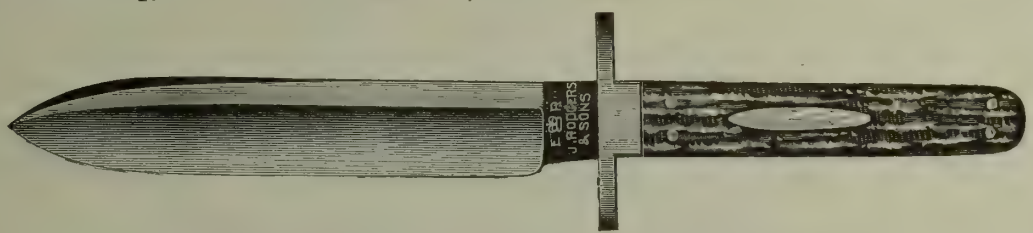
makes a demand for bowie knives. Our line has variety enough to satisfy the demands of the most fastidious sportsman. Our travellers have samples of them with prices that will interest you.

You should keep a few of several lines. Variety makes sales.

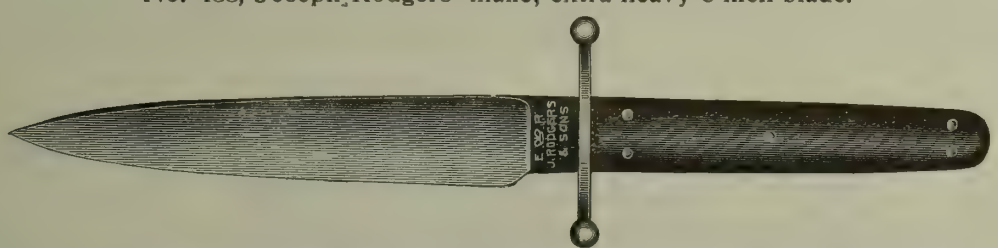


Nos. 83 and 85, with 4¼ and 5 inch blade folding into the handle. Very ingenious and compact.

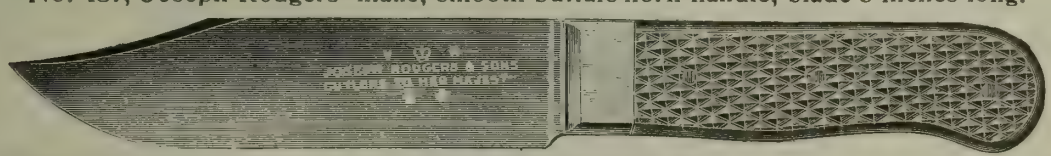
No. 41 has an extra heavy blade. The back of the point may be used to hack bones.
In stock in 5, 6 and 8 inch blades.



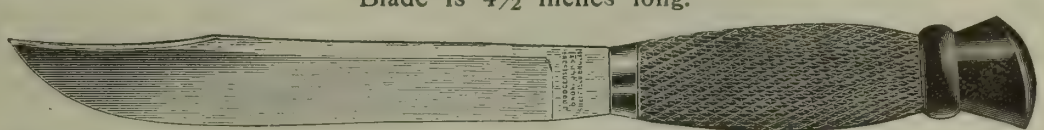
No. 488, Joseph Rodgers' make, extra heavy 6 inch blade.



No. 487, Joseph Rodgers' make, smooth buffalo horn handle, blade 5 inches long.



No. 34018, Joseph Rodgers' make, satisfies the demand of those who want a short, stout blade. Blade is 4½ inches long.



No. 34011, Joseph Rodgers' make. The knife with the 4¼ inch blade is generally known as a yachtsman's knife. We have it also with 6 inch blade for hunters' use.

These knives have leather sheaths, some of them with handsome metal mounts.
Our travellers can show you others we have not space for here.

Caverhill Learmont & Co

MONTREAL

Winnipeg **Ottawa** **Quebec** **Fraserville**

HAVE YOU GOT THEM?

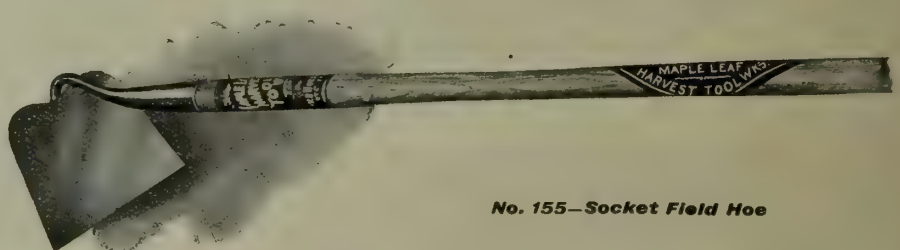
The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork

No. 108—Hay Fork

No. 243—Beet Fork



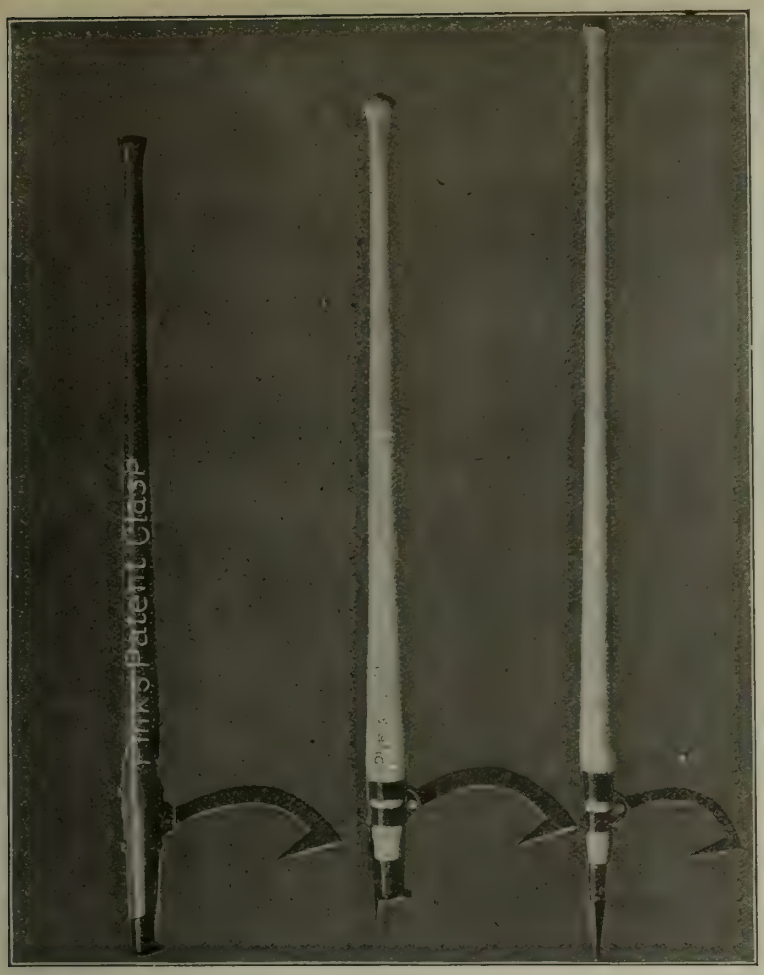
No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



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Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
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These are light and durable tools.

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Agents for Canada,

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There is only one prepared roofing for which a service of 15 years can be claimed and proved—that is **RUBEROID.**

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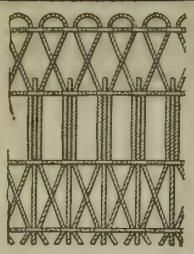

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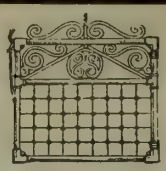

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Nickel Plate Stove Polish Co.

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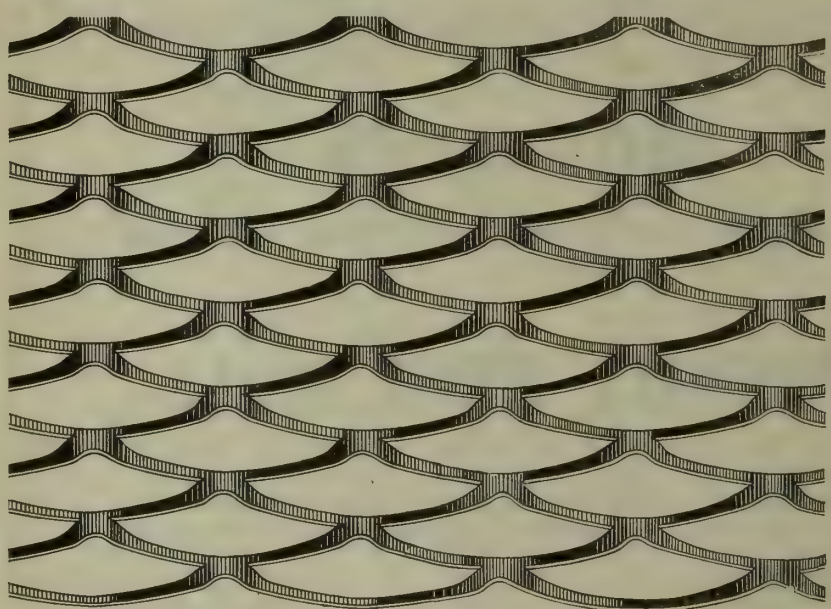

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Works:
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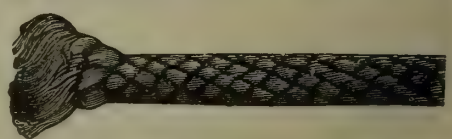

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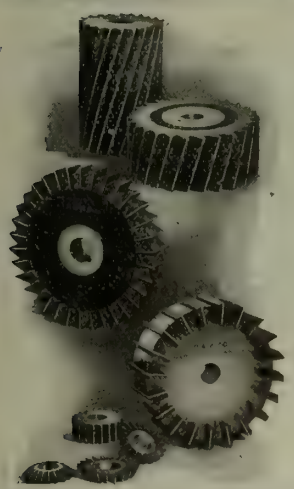

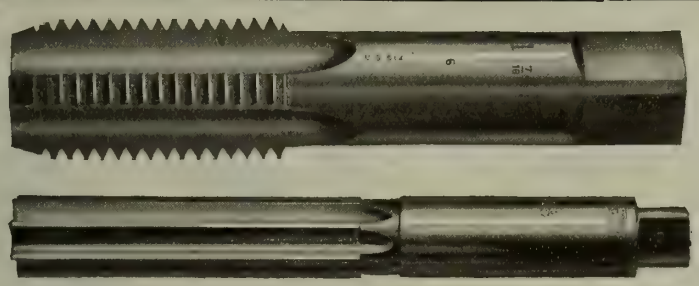

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Made in Canada. The standard everywhere.

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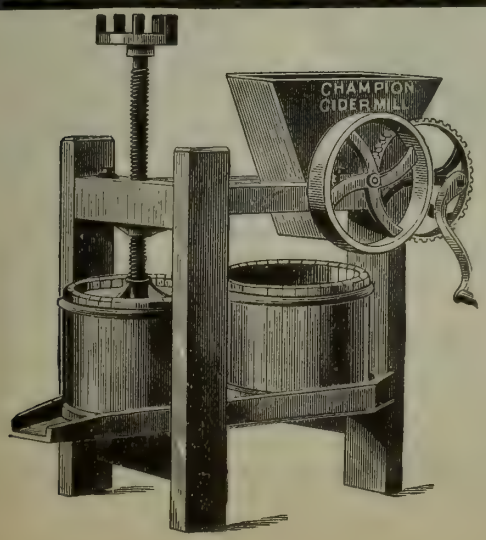

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CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

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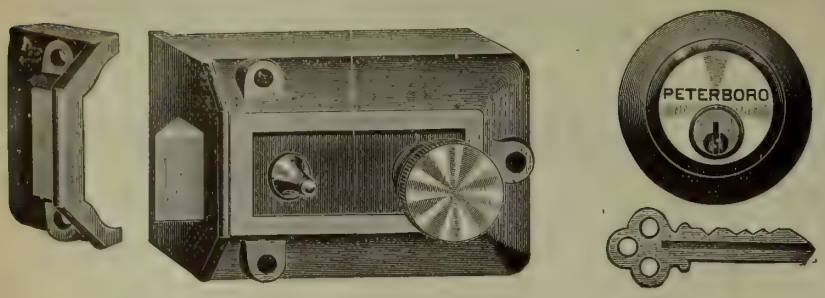

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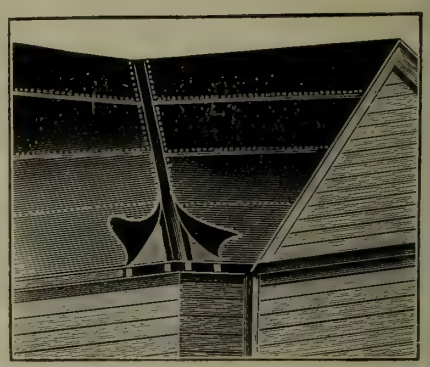
Stands for Quality. We s.ll it on a guarantee, that means your money refunded if not as we say. You may as well get the best at the same money. Costs you less per year, because it lasts longer than any other ready roofing. Lasts longer because it's better made, is made of better material. See the difference, feel it. It will pay you to send for samples to compare. It means dollars to you to sell



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Banner Lamp Burners,
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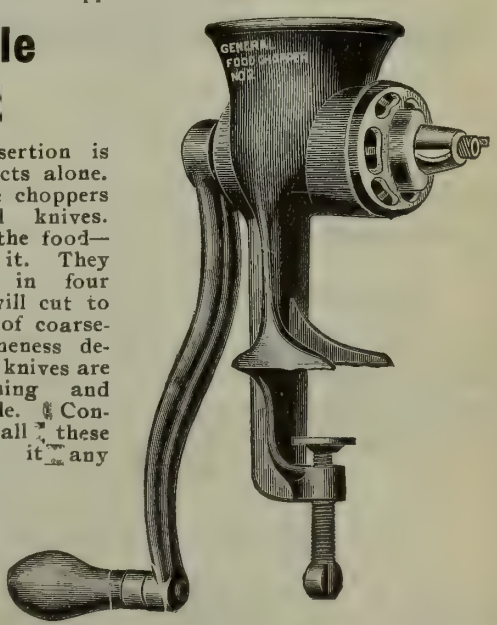

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Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

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The Silver Steel Saw People,

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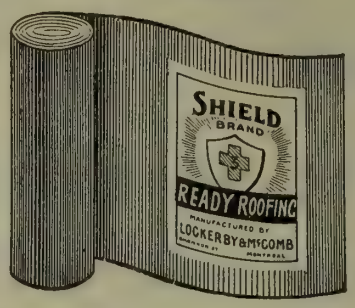
"IT" MEANS



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is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

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part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

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"Apollo Best Bloom," Galvanized Sheets,
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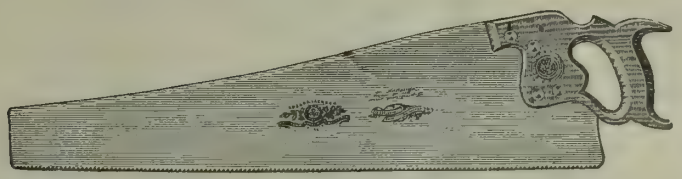
WISE MEN THE BEST



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Being supported by good and liberal advertising among the actual users of saws

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The transmission of power by Rope Drives is increasing daily, on account of the durability and low cost. Rope Drives were first manufactured and introduced into the United States by Sewall, Day & Co., of Boston. A few years later we manufactured and introduced them into this country.

If you contemplate putting in a Rope Drive, we will be pleased to furnish you with any information you may require. As we have had years of experience, we are naturally in a position to turn out the most up-to-date product.

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Mills: MONTREAL, QUE., and HALIFAX, N.S.

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This Trade Mark guarantees Satisfaction

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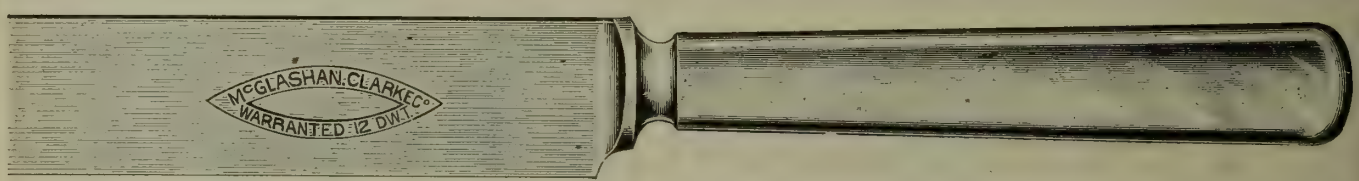

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Write for circulars and prices.

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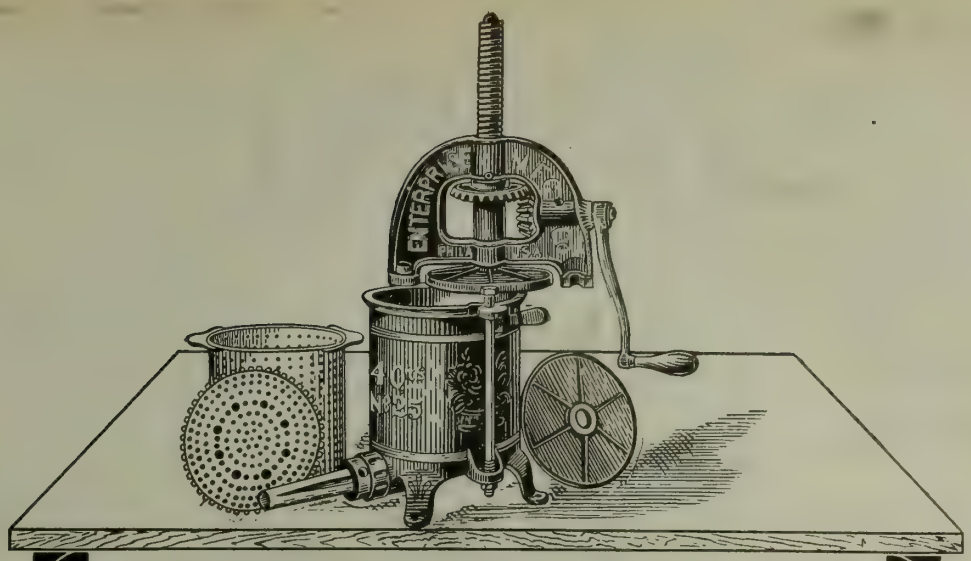

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You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

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Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

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A Fall Order from your Jobber should include a "Sorting Up" Order for Penberthy Injectors, Oil and Grease Cups, Water Gauges, Gauge Cocks, Whistles, Lubricators, etc.

Genuine

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"THEY ALWAYS WORK"

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PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

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Wire, any Size or Gauge.

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CLOSE PRICES. QUICK DELIVERIES.

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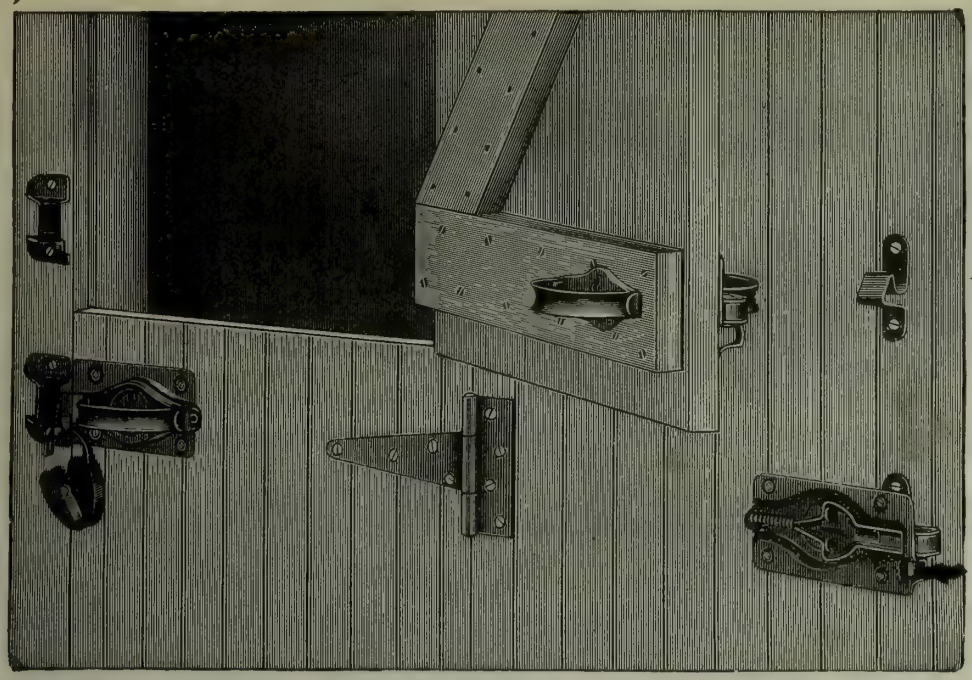
TORONTO

IT'S A LATCH THAT EVERY BARN NEEDS



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STEEL BARN DOOR CATCH

It is convenient; it is strong: it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**

ALBANY, WISCONSIN, U.S.A.

Comfort and Perfect Sanitation Follow the Installation of

Standard Ideal Porcelain Enameled Ware

Architects and Builders find **STANDARD IDEAL PORCELAIN ENAMELWARE** well adapted for modern homes, office buildings, warehouses, hotels and public institutions. It is durable, smooth, non-porous and absolutely impervious to gases, dirt and disease germs.

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Greening's Steel Wire Chain

If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

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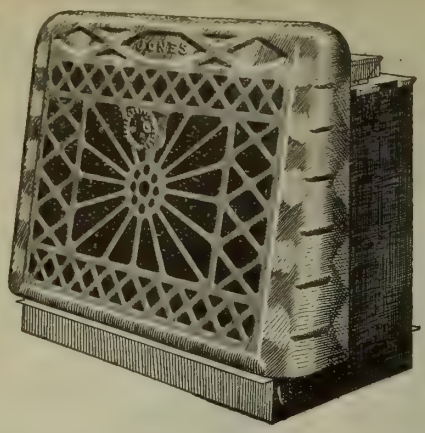
LIMITED

Hamilton, Ont. Montreal, Que



In the Cellar

The ordinary kind of registers, connected with the furnace in the ordinary kind of way, cause a lot of heat to be wasted in the cellar. But the

JONES' SIDE-WALL REGISTERS

require 50% less piping than the ordinary kind, and therefore the heat gets out of the cellar, and is put where it's wanted, straight from the furnace.

There's an interesting profit story, which you may have for the asking.

The Jones Register Co.

732 King St. West **Toronto, Canada**

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.

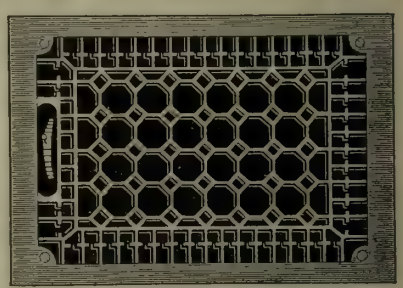
H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.
No reputable line can undersell us.

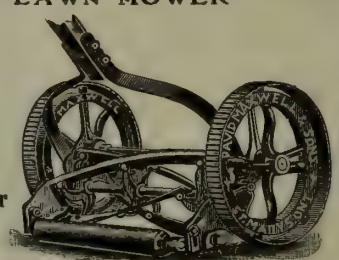


MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO

Do You Handle These Money Makers?

MAXWELL LAWN MOWER



Durability, Finish and Efficiency Unsurpassed by any other mower on earth.

FAVORITE CHURN

By lightening women's labor it adds weight to your bank account.

David Maxwell & Sons, St. Mary's, Ont.

The "Good Cheer" Art

Undoubtedly the most popular Heater in the market.

Beautifully proportioned and the design so artistic as to make a most appropriate furnishing in any room or hall.

Then as to operating qualities. Did you ever hear of a user of a "Good Cheer" Art being otherwise than delighted with his purchase? And what better advertiser could you wish for than a well satisfied customer?

"Good Cheer" Arts have THE sale throughout the Dominion, and as this well and favorably known line ***costs you no more than the average base-burner of similar size and class,*** now is the time to secure the agency, get in your stock and do the business in the heater line in your locality.

Firepot is removable through side doors without moving a bolt. Ransom duplex shaking ring grate. Good-sized ash-pan, and every stove a double heater.

Two sizes, with or without oven.

No. 44—13-in. firepot.
" 55—14-in. "

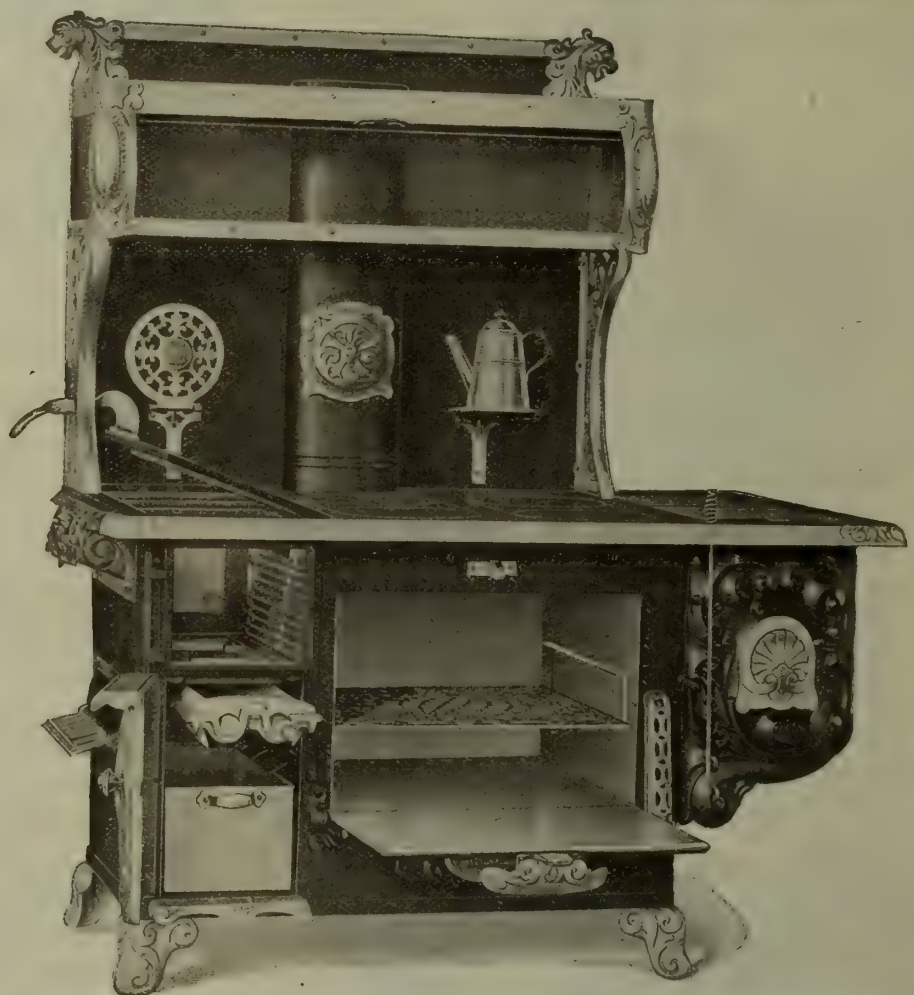
THE JAS. STEWART MFG. CO., LIMITED, WOODSTOCK, ONT.
Western Warehouse, James Street, Winnipeg, Man.

UNIVERSAL FAVORITE

A HIGH-CLASS FAMILY STEEL RANGE

THE DEALERS WHO BUY THEM
THE PEOPLE WHO USE THEM
OUR COMPETITORS WHO SEE THEM

All admit the Universal Favorite is Canada's Greatest Steel Range



MADE WITH RIGHT OR LEFT HAND RESERVOIR, AS DESIRED

Note: The spacious fire box for wood—the roomy square oven—the extra large ash pan—top hinged key plate—broiler door and drop poker door—observe the easy manner in which the Duplex Grates can be removed.

If you have not received our new catalogue, drop us a card and we will send it

FINDLAY BROS. COMPANY, LIMITED

Carleton Place, Ont.

Branch House, Winnipeg

Makers of the smoothest and best fitted Stoves and Ranges in Canada

What kind of Stove Lining do you carry, Mr. Dealer?

Have you investigated the profit points of our

Asbestos Stove Lining

It has no equal for lining grates, furnaces, stoves, ranges, etc. It has superseded and made fire-brick obsolete. In stove repairing and mounting people need our

ASBESTOS FIRE-PROOF FURNACE CEMENT

Have you got it in stock? It is easily applied, adheres instantly and permanently to the castings and is indestructible by fire or chemicals.

There is money for you in both

Benjamin Moore & Co., Limited
(Formerly The Francis-Frost Co., Limited)
New Offices and Works: Toronto Junction, Canada
New York, Chicago, Cleveland, Carteret, N. J.

Any Boy Who Has ONE Cent Can Turn it Into

$ 10 $

One cent invested in a post card to us will bring you information about how we can start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy the more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No Money Required——We Furnish Capital

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

THE MacLEAN PUBLISHING COMPANY, LIMITED
10 FRONT ST. E., TORONTO

Carefully Constructed
Elegantly Designed
Richly Nickelled

"FAMOUS" BASE-BURNERS

No. 114 in Series 113.—Two-flue Base-Burner for hard coal.

The "Famous" Base-Burners are thoroughly modern, representing grade 1 workmanship.

They have no superior for efficiency or beauty.

McCLARY'S

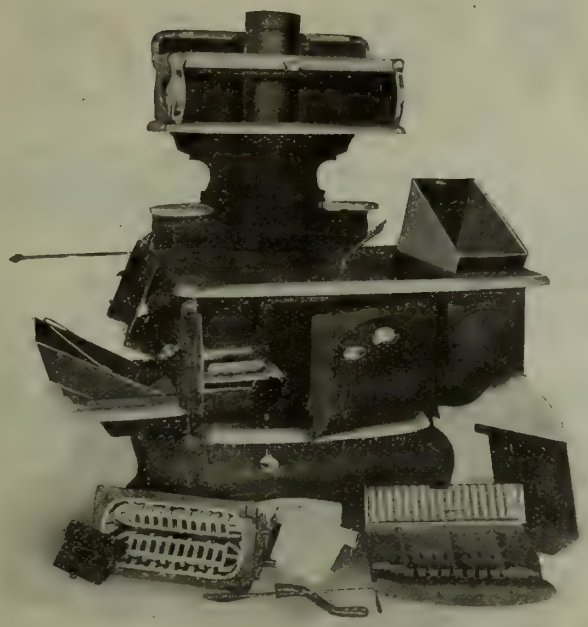
London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

If you want to do a great deal more Stove business write and ask us about the

PERFECT IDEA RANGE

The ***Perfect Idea*** has more ***selling points*** than any other stove on the market. Not the least of them is the fact that ***all nickel parts are removable.*** This, with the automatically opening oven door, and the patent electric sliding oven tray, has resulted in some ***dealers netting hundreds of dollars'*** worth of new business. ***What about representing the Perfect Idea in your district?*** We have some interesting profit pointers for dealers.

GUELPH STOVE CO., LIMITED, GUELPH, ONT.



You May Be a Good Salesman

But, is everything in your favor? Are you selling the new Imperial Oxford? A continuous stream of repeat orders tells the story to us.

Removable Nickel
Removable Fire Linings
An Oval Firebox
The "Divided Draft"

All contained by the best looking stove in the market.

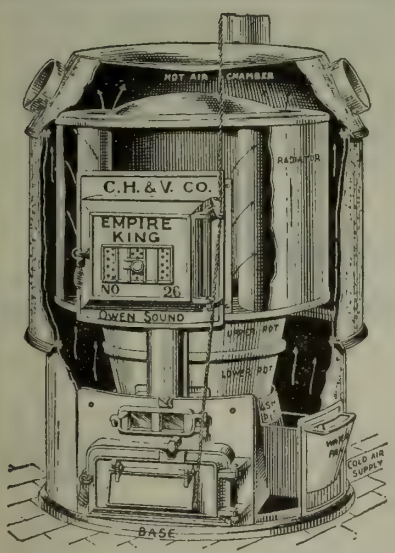
It gives a good salesman a chance to spread himself.

Drop us a card, or, better still, tell us the size range you want on your floor. If you get this agency you're lucky.

The Gurney Foundry Company, Limited

Toronto Winnipeg Vancouver Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta., and EDMONTON, Alta.



FOR ALL DEALERS

we have some information about the profits they can make by pushing the

"EMPIRE KING"

The Furnace which Heats the House —not the Chimney

This furnace is a marvel of simplicity and efficiency. It will burn either wood or coal with better results, at less expense, than any other hot air furnace. It is a very healthy furnace, too, as a continuous supply of fresh air enters the hot air chamber all the time. Moreover, the price is not prohibitive. Just write us for full dealer's particulars.

The Canadian Heating and Ventilating Co. Limited,

OWEN SOUND, ONT.

THE CANADA STOVE AND FURNITURE CO.,
126 West Craig St., Montreal, Que.,
Agents for the Province of Quebec.

THE CHRISTIE BROS. CO., LIMITED,
238 King St., Winnipeg, Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.

H. BOKER & CO.

Finest Concaved Razor

"Radium"

With adjustable guard, fits all Boker's Razors.

For sale by Leading Wholesale Hardware Houses.

VORTEX HOT BLAST COAL STOVE

For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.

For Sale by

E. T. WRIGHT & CO.

HAMILTON, CANADA

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

Persons addressing advertisers will kindly mention this paper.

"Quality Unsurpassed"

Belleville Brand HORSE SHOES

Bar Iron
Machine Bolts
Nuts $\frac{5}{8}$" and Larger
U S. STANDARD

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

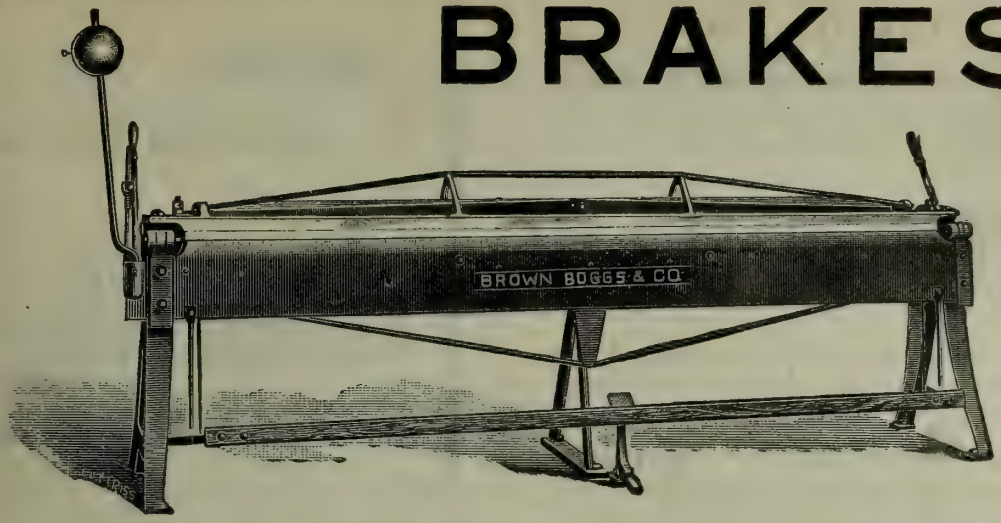
HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J **Hamilton, Ontario.** **Winnipeg, Manitoba.**

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

BRAKES



Our No. 7

8 ft. all **iron and steel** brake for **24 gauge and lighter**

This is better than a **Cobalt investment.** You take no **chance.** It will pay for itself in **one season.**

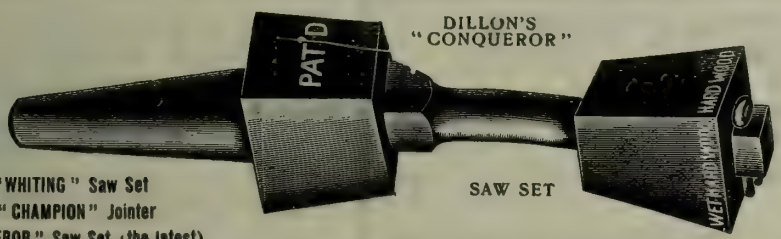
We also make a full line of **heavier Brakes.**

Headquarters for Tinsmiths' Tools

Write for Prices and Particulars

The Brown, Boggs Co., Ltd.

Hamilton, Ont.



The genuine "WHITING" Saw Set
The genuine "CHAMPION" Jointer
The "CONQUEROR" Saw Set (the latest)

If your Wholesale cannot supply you with these goods, take no substitute—write us direct.

R. DILLON Patentee and Manufacturer, **SOUTH OSHAWA, CANADA**

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.
Best Waterproof in the country.

Just as cheap as the common ones, but infinitely better.

For Horses, Wagons, Feed-bags Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa, 201 Sparks St. ***Toronto, 125 Simcoe St.*** ***Montreal, 28 St. Peter St.***

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

Invaluable to the Ad-writer

The Canadian Printer and Publisher is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank

The Canadian Printer and Publisher
Montreal Toronto Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Now is the Time to Push

the shooting goods end of your business. A sure way to promote trade is by featuring a good, safe and efficient sporting rifle at a reasonable price. For instance

HAMILTON RIFLES

They are as safe to handle and as accurate for sporting purposes as a rifle sold at ten times the price.

With breech and barrel made of **specially-selected** and **tested rolled steel**, and the parts assembled by skilled men, the HAMILTON RIFLE CANNOT BURST.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NEW NIAGARA FACTORY FALLS

We've hitched our Factory to the Falls to enable us to make ***better Bath-Room Fixtures*** than can be obtained anywhere else.

NEW ADDRESS:
The Carriage Mountings Co., Ltd., Niagara Falls, Canada

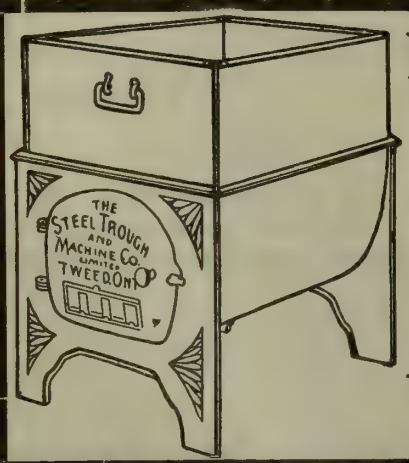
OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.



Feed Cookers

Large fire box. Tank directly over fire. Cooks rapidly. Saves fuel. Used anywhere. Safe as a stove. A necessity this fall with feed short. Prices very reasonable. Write us. Get our free catalogue.

THE STEEL TROUGH & MACHINE CO., Ltd'
No. 10 James St., TWEED, ONT.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

Do You Do Any Window Glass Business?

Not much! Why not ginger it up some? You can easily do so. It often happens that you could secure this business by having our catalogue on your desk. Then you can show your customer every style of

High-Grade Window Glass

Our catalogue is so complete that it's dollars to doughnuts that you land the business every time. Plain Glass, clear aud unclouded as crystal; not a spot to mar its fine appearance. Leaded Glass in an immense variety of pleasing designs.

Send Now for our Catalogue!

The Hobbs Manufacturing Co., Limited

LONDON · TORONTO WINNIPEG

"Diamond" brand Fittings

have that elegant finish, which, combined with the high grade material and the accuracy of the threading, makes the plumber feel good.

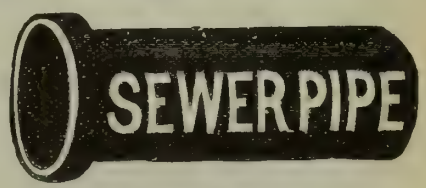
WHOLESALE ONLY.

OSHAWA STEAM & GAS FITTING CO., LIMITED

OSHAWA, CANADA

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT. ST. JOHNS, QUE.

Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY. WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

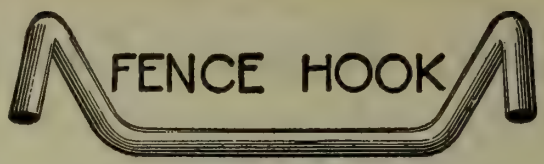
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, ——**LONDON, ONT.**

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

STILL IN THE LEAD

So far no other brand of stove and furnace cement has appeared which can surpass our brand

Sterne's Asbestos Stove and Furnace Cement

is guaranteed—yes, every pound of it—to be more durable, more economical, and to have greater heat resisting power than any other Cement on the market.

G. F. STERNE & SONS, - Brantford, Ontario

People Are Bringing In

all their plants at this time of the year. They will want something to place them on for the winter. We are manufacturing a line of

FLOWER STANDS

which are the very thing people want. Our varied designs are very attractive, and we have an illustrated list, which you may have for the asking.

The Canada Wire Goods Mfg. Co.,
HAMILTON, ONTARIO

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

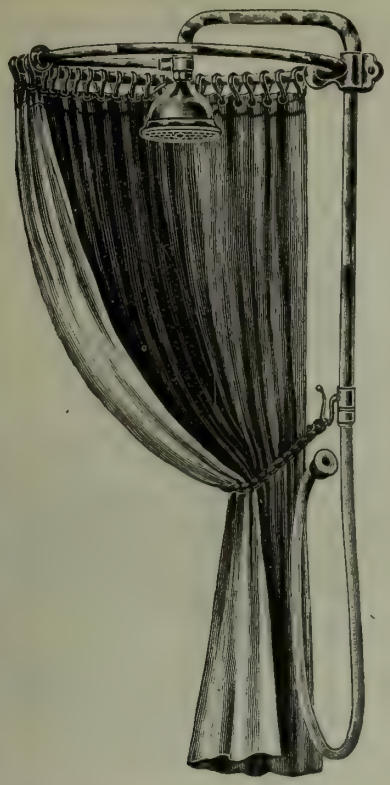
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



"SPECIAL"

An $18.00 SHOWER for $12.50

We have a limited number of these Bath Showers which we propose selling at this special reduced price, while they last.

They're made of heavy seamless drawn brass tube, highly polished and nickel plated, complete with rubber curtain, plated chain and wall hook. Fitted with patent holdfast for attaching to any faucet.

Readily placed in position by anyone capable of using a screwdriver.

It makes an attractive display fixture.

You should get one while they last.

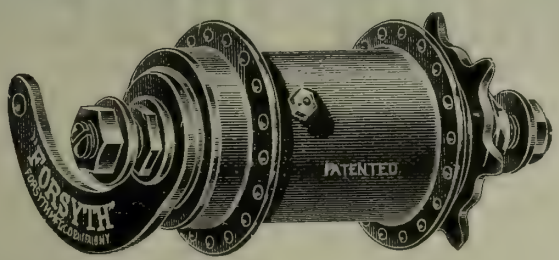
We handle

Baths, Lavatories, Sinks, Laundry Tubs, etc.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West
TORONTO

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

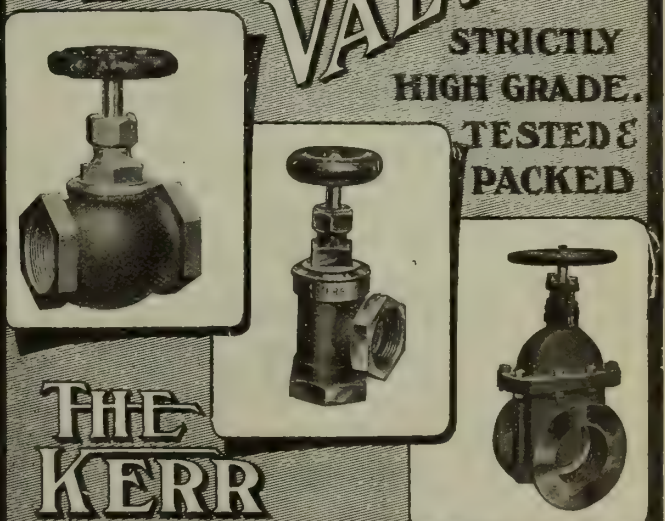
Let's mail you facts showing just where you get your money

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

SUPPLIED THROUGH ALL JOBBERS ONLY

DO YOU WANT FOREIGN TRADE?

The American Exporter is the recognized medium for Canadian and American Manufacturers to increase their sales abroad

It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

N.B. Our sixth foreign trade tour, this time to Cuba, starts November 1st.

AMERICAN EXPORTER

135 William Street, New York

BOSTON PHILADELPHIA CLEVELAND CHICAGO

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

REGISTERED TRADE MARK
GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

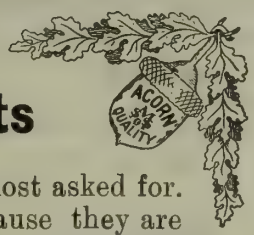
JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

"Acorn Quality" Corrugated Sheets



are the most widely advertised, and so the most asked for. They are the kind that YOU should push, because they are the easiest to sell. Your customers know that the goods are right, for their neighbors have used them, and what is more convincing than the proof of use ?

WE CAN SHIP IMMEDIATELY

from stock, any quantity of Corrugated Sheets required, in any size or gauge. Let us have your order, and we'll guarantee perfect satisfaction.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

SALES AGENCIES:

ST. JOHN, N.B.	QUEBEC	WINNIPEG	CALGARY	VANCOUVER
Emerson & Fisher, Limited	J. A. Bernard	Clare & Brockest	Ellis & Grogan	McLennan, McFeely & Co. Ltd.

THE MOST LIGHT FOR THE LEAST MONEY

C. G. E. Incandescent Lamps

Long Life ***Efficiency*** ***Reliability***

Write for prices and quantity discounts.

Canadian General Electric Co., Limited

Head Office, - - Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

CANADA PLATES

Galvanized
Polished
Half Bright

STOCK AND IMPORT.

A. C. LESLIE & CO.
Limited
MONTREAL

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

COPPER WARE

ROYAL TEA KETTLES

With handle stops on ears.

Bodies and Bottoms stamped in one piece.

ROYAL Tea Kettles—Pit or Flat Bottoms. In Copper and Copper Nickel-plated. Sizes—7, 8, 9.

ONTARIO Tea Kettles—Pit or Flat Bottoms. In Copper, Nickel-plated, Extra Heavy. Sizes—8, 9, 10.

WASH BOILERS

Oval - Planished - Tin Covers

With Common Pit, Patent Pit or Flat Bottoms.

Nos. 8, 9, 10.

In Common Copper and Copper Nickel-plated.

The Kemp Manufacturing Co.

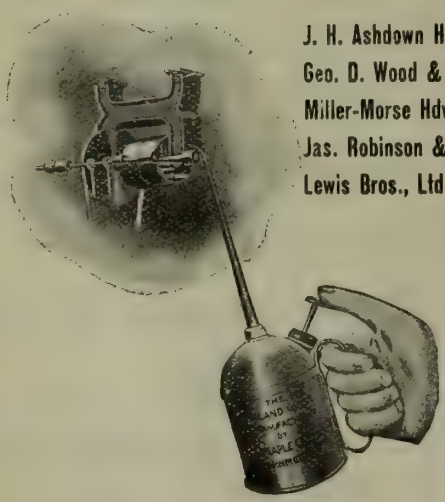
Cor. Gerrard and River Sts. Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG, MAN.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL, QUE.

The Howland Pump Oiler

FOR SALE BY



J. H. Ashdown Hdw. Co.,	Winnipeg
Geo. D. Wood & Co.,	"
Miller-Morse Hdw. Co.,	"
Jas. Robinson & Co.,	"
Lewis Bros., Ltd.,	Montreal

A slight pressure of the thumb regulates the flow.

Maple City Manufacturing Co.

Monmouth, Ill.

AXE HANDLES

must possess enduring toughness in order to give real satisfaction. Fancy yourself, chopping wood, handle breaks, blade glances off and cuts your foot. What would you say? It's safe betting you wouldn't buy any more handles at the same place if you could help it. That's why you should sell your customers Still's

HICKORY AXE HANDLES

They are really strong and please every buyer.

Send for our lists and discounts.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

ADVERTISING.

HARDWARE BOOK.

Contains a number of ready-made ads. with suitable illustrations for Hardware Merchants and Stove Dealers. Price, $1.50.

MACLEAN PUBLISHING CO.

Montreal Toronto Winnipeg

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

CATALOGUES.

CATALOGUE COMPILING.

Attractive, neat, up-to-date, business-getting, at moderate cost, promptly done.
Before starting a Hardware, Stove or Machinery catalogue, write me for estimate, etc.

CHARLES D. CHOWN,
40 Guilbault St., Montreal, Que.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CONDENSED ADS.

Agents Wanted, Articles for Sale, Articles Wanted, Business Chances, Businesses for Sale, Situations Wanted, Situations Vacant.
Does not one of these headings suggest some way in which you can use our "want ads." to advantage?

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

FEED BOILERS.

For Feed Cooking Boilers write the largest Manufacturers in Canada for circulars and prices. You know us.

The James Bros. Foundry Co.
Perth Ont.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

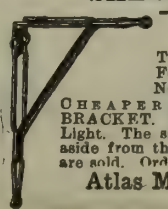
GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

LAWN MOWERS.

Durability Finish
Efficiency
Guaranteed in the
Maxwell Lawn Mower
DAVID MAXWELL & SONS,
St. Mary's, Ont.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

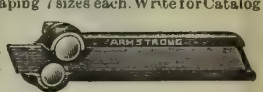
CLUFF BROS.,
Toronto,
Can give prompt shipment on
SOIL PIPE and FITTINGS

STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
1,6 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.,
Office and Works, 17 Pontiac St., Montreal.

WIRE WORK.

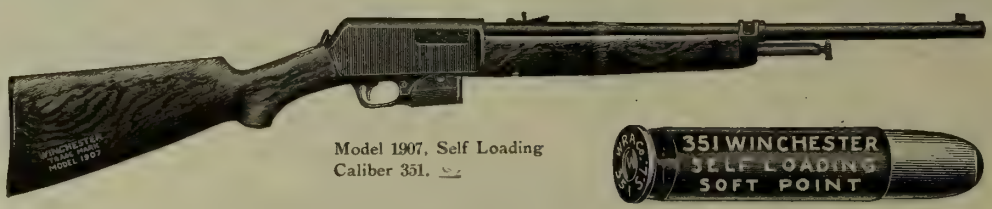
Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.

PARTRIDGE & SONS - Proprietors

Loaded Shells

Black or Smokeless Powder

Empty Shells, Wads, Primers, Shot, Powder and Loading Implements



Model 1907, Self Loading
Caliber 351.

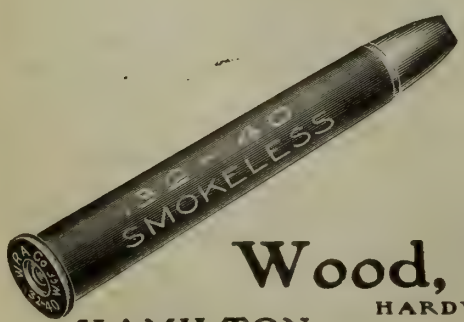
Winchester Rifles in all Calibers

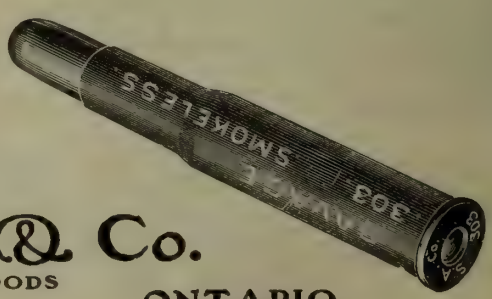
Ammunition kept in stock to fit any make of rifle

All Parts Interchangeable. Full Machine Made.

Single and Double Barrel Shotguns

Our Catalogue describes them all.





Wood, Vallance & Co.

HARDWARE AND SPORTING GOODS

HAMILTON ONTARIO

Decoy Ducks

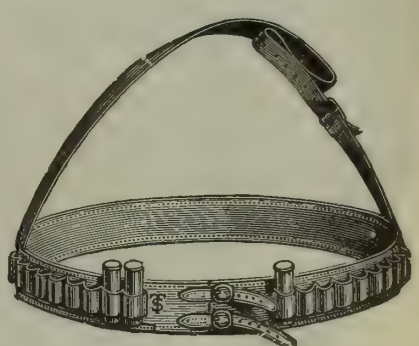
We have just received a large stock of these decoys and are now ready to supply the trade.

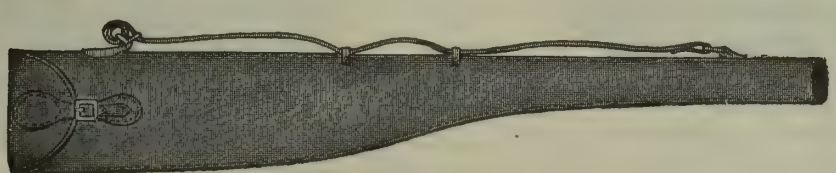
Waterproof Canvas Rifle and Gun Covers

Canvas Game or Shell Bags

Leather Cartridge Belts

to fit any size shell or cartridge.





Leather Rifle Covers, with sling straps.
Leather Gun Covers, Victoria or Leg-o'-Mutton shape.

WRITE FOR OUR PRICES

Wood, Vallance & Co.

Hardware and Sporting Goods

HAMILTON **ONTARIO**

Wholesale Hardware Convention

Ninth Annual Gathering of Canadian Wholesalers and Manufacturers at Montreal—Retailers also Represented.

The ninth annual banquet of the Canadian Wholesale Hardware Association was held at the Canada Club, Montreal, Wednesday evening, concluding the convention held during the day. The attendance was large and representative and the event passed off very successfully. The president, T. H. Newman, the officers and members deserve congratulation for the excellent arrangements made. The club dining room was artistically decorated and the tables were uniquely arranged so that chairmen and vice-chairmen were easily heard, and all could enjoy the speeches without any effort or discomfort. The menu card attracted no small attention, not only for the excellent food provided, but for its inherent beauty from the printing standpoint. The front cover was a neatly embossed garland of natural autumn tinted maple leaves, interlaced with heraldry suggestive of the association and of Canada. These were treasured as souvenirs. The contingent present from Toronto and the western cities was strong and happy and the whole affair showed the result of good management on the part of Jenkins and Hardy, as well as the Montreal officers. Mr. Newman made an ideal chairman and carried through the toast list with diplomacy and promptitude. After honoring the toast to His Majesty the King, he proposed the health of President Roosevelt, whom he described as a man who had made himself illustrious on this continent.

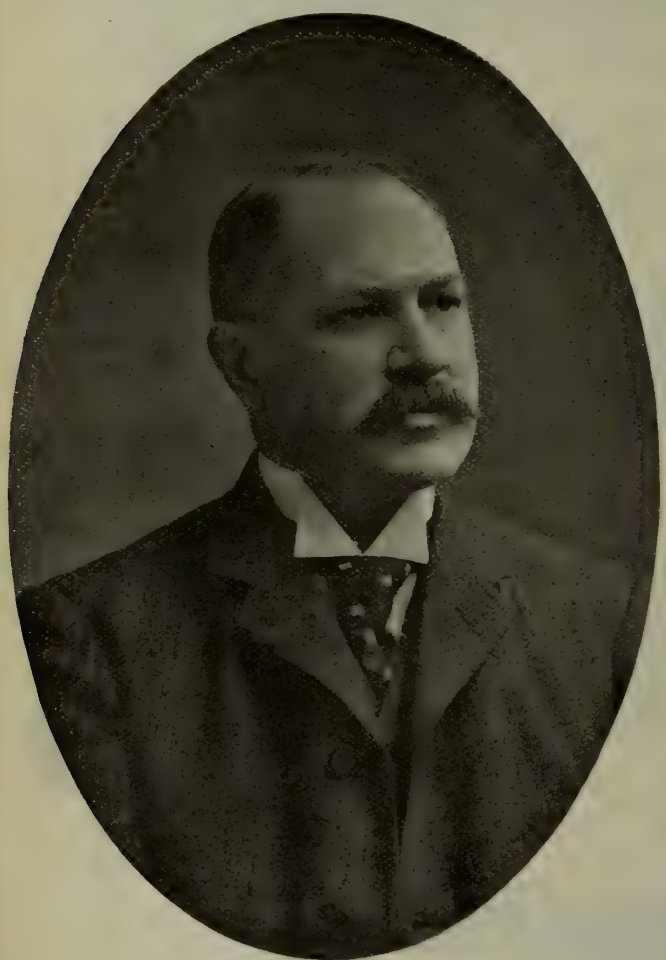
The National Anthem was played by the orchestra, and afterwards the well known American song "The Land of the Free and the Home of the Brave." Mr. Newman was loudly acclaimed as "Our Chief," and with other titles of compliment, such as "He's a Jolly Good Fellow," etc.

He then called upon Donald MacMaster, K.C., a well known Montreal lawyer, who is now practising chiefly before the Privy Council in the Old Country, and who was in Montreal on a visit.

Mr. MacMaster responded briefly and humorously.

The chairman proposed the health of James Crathern, whom he described as his old friend and former chief, and a man who had been a pioneer in the hardware business, having carried on this line for over half a century. He recalled how in 1866 he entered the employ of Mr. Crathern as a boy, and the ideas, the influence, the business training, and in fact, any little success achieved by him was due to the personal example of Mr. Crathern. Those who dealt with Mr. Crathern knew well his high sense of honor, and knew that he helped all who knew him. In fact, he laid deep and strong the foundation of the business to which they all belonged to-day.

Mr. Crathern, in reply, stated that if he were to go into history, it would be far too ancient, so he would deal with the present. Mr. Newman, in his business, sold more goods in three months than he used to in twelve, and reaped a profit in proportion. He was glad to see the manufacturers represented. The interests of the manufacturer, the importer and the wholesaler, were one. The manufacturer should cultivate the



THOMAS DEXTER,

Of H. S. Howland, Sons & Co., Toronto, elected President of the Canadian Wholesale Hardware Association in Montreal on Wednesday.

T. H. NEWMAN

Of Caverhill, Learmont & Co., Montreal, retiring president Canadian Wholesale Hardware Association.

wholesaler and the wholesaler should give preference to home production every time. Years ago he was a rank free-trader. He had changed. He did not believe that the excessive preference of 33 1-3 per cent. was just.; 25 per cent. would have been quite enough.

Before proposing the broad toast of "The Manufacturers," that of banking was coupled with it. To this toast, F. H. Mathewson and A. T. Macarrow, two local bank managers, responded.

Lloyd Harris, who wished to get away on an early train, was called upon and made a very humorous speech.

The chairman then proposed the health of "The Manufacturers of Canada and United States," and chose Mr. Gladding, of the Atkins Saw Co., to respond. Great compliments were paid him, as the chief man known, of his firm in Canada. Further, this firm were now establishing new works in Canada and the greatest credit was due them.

Mr. Gladding dwelt upon the "suddenness" of the request to speak, and then immediately praised Mr. Newman, Mr. Starke, and others of the "bunch," as he called the good fellows of the association. He certainly was enjoying himself and was glad to be present. He told a pleasing story of the coon called Onyx and who was called Onyx because the baby was so "Onyx-pected."

They saw the tariff wall through which they tried to shoot holes, but then they decided to jump over it. Now they had a factory in Canada.

"You're welcome" ; a voice.

The toast then turned to Canada and Cyrus Birge, of Hamilton, was noted. A reference was made by the chairman, quietly, to his bequest of $50,000 to Victoria University. Compliments were paid to Mr. Birge as a money-maker, and as a man of noted probity in the jobbing trade, from one end of the country to the other.

Cyrus Birge, in responding, referred to his honor at being present, and told some characteristic stories.

He thanked the chairman for his kind words and admitted he had had a slight attack of Carnegiitis, but he believed he would not have a relapse. His experience with many of the wholesalers was that they often kept little secrets, which they or manufacturers would like to know.

Compliments were paid to the big jobbers, whom he claimed were all making money. He admired the conservative policy of the banks and felt that it would result in benefit to the commercial life generally. He complimented the American manufacturers who had the nerve to come over and join the country's activity. The interests of the manufacturer and the jobber were hand-in-hand when it came to handling all goods on equal terms, with a preference to the Canadian manufacturer. He believed in favoring the Canadian manufacturer on equal terms always. He was glad the association had more respect for the word of one another than they had ten years ago.

The chairman then made reference to the absence of Wm. McMaster, of the Montreal Rolling Mills, owing to bereavement in his family.

D. R. Kinghorn, general sales manager, was called upon to respond to the toast of the Montreal Rolling Mills. Mr. Kinghorn rehearsed the conditions that existed ten years ago. They all knew each other better now, and were working towards one end.

"What end?" cried someone, adding "to enrich the manufacturer."

A toast was then proposed to Wallace Near, of the Page, Hersey Iron & Tube Co., of Guelph, who had achieved considerable success in his own business, and who was an old Montrealer.

Mr. Near responded suitably. The Association toast was then honored, and the president offered it in the hands of Wm. Vallance, of Hamilton.

Mr. Vallance was loudly cheered on rising. He referred to the nice things said of the association, but believed that the success of the association was largely due to their worthy president. The association had been of great service to all the members, and now it was realized that all the workers, the manufacturers, the jobbers and the retailers, worked in harmony. It was a case of the lion and the lamb lying down together. (Cheers.) Cries of "Hardy" were heard, "Poor old Hardy," was the song, coupled with "He's a Jolly

JAMES HARDY, TORONTO,
Secretary Canadian Wholesale Hardware Association.

Good Fellow," and Mr. Hardy was finally permitted to speak. He said he was glad if he had done anything to promote the good feeling between the manufacturer and the jobber.

Mr. Gladding then took advantage of the opportunity to propose the health of the retiring president.

This was greeted with great cheers and applause.

James Crathern wished to say one word. He said that Mr. Newman had called him his schoolmaster, and he wished to say that Mr. Newman was a credit to his master. He made more money in three months than he did in twelve.

W. H. Evans, of the Canada Paint Co., endorsed all that Mr. Gladding had said. He knew the president as well as all the "high-toned" gentlemen at the board for many years. He wished to refer to the French-Canadian friends, and they could not be neglected in a gathering of this kind. Mr. Evans made further remarks on the trade.

Mr. Newman responded very pleasingly. He recalled his belief in the association, past and future. He then proposed the toast to the Dominion, coupling the names with it of Alex. Prudhomme and Smeaton White, of Montreal.

Mr. Prudhomme responded briefly, and referred to the great benefits the jobbers had derived from the association.

Thursday Morning Session.

W. G. Scott, president of the Ontario Retail Hardware Association, was invited to atend the Thursday morning session. T. H. Newman, the president, welcomed Mr. Scott cordially, and spoke of the good feeling existing between wholesaler and retailer. Mr. Scott thanked the president for the kind invitation and the enthusiastic welcome given him. He was proud of their association and what they had been able to accomplish during the short time they had been organized. It was only about a year and a half since they had held their first meeting, and yet their association compared very favorably with much older associations among the retail trade in the United States.

He was glad to appear before men representing the largest wholesale interests in Canada, as the wholesalers could assist them to bring about some changes which would tend to improve conditions in the retail trade, and it was impossible to improve conditions there were a great many men who started in it with very little capital, and with less experience, and it was such dealers as these that tended to demoralize business. He believed their association could do a great deal to educate these men and induce them to adopt more business methods.

Some manufacturers of enamelled-ware were selling a line of goods of very inferior quality to "Fairs" and five and ten cent stores. These goods were sold at a very low price, and made it hard for straight hardware dealers to whom these goods are not offered, to get a fair price for the better class of goods. These "seconds," he claimed should be plainly marked as such. Otherwise the reputable dealer was being handicapped in favor of the cut-rate store.

Mr. Scott touched briefly on the cartage question. He did not consider it right that the retailer should pay cartage at both ends. In some instances, cartage was charged when the manufacturer had a siding and loaded the goods direct from factory to car. They did not object to paying their fair share of cartage charges, but he considered it would be in the best interests of the

retail trade to have this item of expense added on to the price of the goods instead of charged separately.

We would also suggest that boxes be charged in the same way. The majority of retailers were selling goods too cheaply, largely because they did not add enough for overhead expenses. If competition was keen dealers would too often sell at very little advance on the invoice price, and would not add a sufficient amount for extras, such as boxing and cartage.

He drew attention to the fact that the hardware business was one of the hardest in the world to master, and yet member of the association, and which read as follows:

The wholesale trade could be of great assistance to them, and he was glad to have the assurance of the president that they would do all they could to have trade go through the natural channels. They could do this by refusing to sell to the general public at wholesale prices.

Mr. Newman explained that in the matter of cartage and boxing they had to pay the manufacturer for both items. They had to pay cartage at both ends, and in the case of boxing, they not only had to pay for the boxes, but had to pay a duty as well. Where the manufacturer had a siding and loaded direct to the car, he did not think there should be any charge for cartage, and would advise retailers to make a protest if they were so charged, and apply for rebate.

Retail Association Endorsed.

A resolution was then passed by the Wholesale Hardware Association, a copy of which was mailed to every among the retailers without benefiting themselves, indirectly, to a very large degree.

Resolved, that this association place itself on record that it is in sympathy with the objects of the Ontario Retail Hardware Association, and pledges itself to use its best efforts to aid it in improving the condition of the hardware trade, and that the secretary convey copy of this resolution to the Ontario Retail Hardware Association.

The election of officers was then held, and resulted as follows:

President—T. G. Dexter, H. S. Howland, Sons & Co.

Vice-President—Wm. Starke, Starke. Seybold & Co.

Executive Committee—R. C. Fisher Rice, Lewis & Son; Alex. Prudhomme. A. Prudhomme & Bros.; D. H. Howden, D. H. Howden & Co ;Thos. M. Birkett. Thos. Birkett & Son; J. G. Lewis, Lewis Bros.

Secretary-Treasurer—James Hardy, Jenkins & Hardy.

Those Present.

Amongst those noticed at the convention were:

Montreal: H. B. Brainerd and C. E. Wood, Dominion Cartridge Co.; Rod. Haldimand and Geo. C. Haldimand, W. L. Haldimand & Son; T. H. Newman, Caverhill, Learmont & Co.; A. Jeannotte, care of L. H. Hebert; Walter Tysack, Nixon & Winterbottom; Geo. Kohl, B. & S. H. Thompson; W. Starke, Robt. Starke, John P. Seybold and Gordon C. Seybold, Starke-Seybold, Ltd.; A. Letang, Letang Hardware Co.; Walter Dorken, Dorken Bros. & Co.; J. G. Lewis, J. T. Smith and C. M. Strange, Lewis Bros, Ltd.; F. W. Lamplough, F. W. Lamplough & Co.; Fred Bacon, Bacon Bros.; A. Prudhomme, A. Prudhomme & Fils.; Jas. T. Parks, Canada Screw Co.; A. A. Brown, McClary Mfg. Co.; Gustav Delorme, Delorme Bros.; J. R. Kinghorn, Montreal Rolling Mills; J. H. Hansom; M. H. Day, Consumers Cordage Co.; T. Esmond Peck, Peck Rolling Mills, Ltd.; A. E. Hanna and W. H. Farrell, Dominion Wire Mfg. Co.; Thos. Bacon, Bacon Bros.; George A. Childs and Mr. Rittenhouse, United States Steel Products Export Co.; Donald McMaster, K.C., Windsor hotel; D. J. Munn, Alex. McArthur & Co.; J. Brymer, Jenkins & Hardy; D. A. Lewis, care of Crethern & Caverhill; D. W. Lockerby, Lockerby & McComb; L. Drake, Canada Axe & Harvest Tool Co.; W. Smail, Canada Horse Nail Co.; Jas. Davidson and E. Goodwin, Thos Davidson Mfg. Co.; H. J. Fuller, Canadian Fairbanks Co.; C. D. Macarow, manager, Merchants' Bank; Jas. M. Robertson, Thos. Robertson & Co.; H. R. Ives, H. R. Ives Co., Ltd.; Geo. C. Davis and E. C. Eaton, Frothingham & Workman; W. H. Evans, Canada Paint Co.; C. D. Cliffe, Hardware and Metal; Alex. Robertson, Jas. Robertson Co., Ltd.; W. Rodden, Standard Explosives Co.; J. Newman, McClary Mfg. Co.; C. C. Ballantyne, Sherwin-Williams Co.; D. L. McGibbon, Canadian Rubber Co.; A. G. Nutter, Mussens, Limited; Jas. Crathern; J. A. Hutchison, M.D.; Mr. Matheson; Watson Jack, Robb Engineering Co.; Mr. Nash; Gordon Macpherson; Walter I. Joseph; S. V. Graham, Sheffield; Herbert Seybold, Starke-Seybold Co.; Beverley Robinson; Smeaton White, Montreal Gazette; Harry Newman, J. W. Richardson, Jas. Reid, T. R. Terrill, Geo. C. Cornell and J. W. Dowling, Caverhill, Learmont & Co.

Toronto.—T. H. Watson and Geo. Gillies, Toronto Bolt & Forging Co.; T. G. Dexter, H. S. Howland Sons & Co.; W. J. Lawson, Rice Lewis & Son, Ltd.; James Hardy, Jenkins & Hardy; Major J. A. Currie, Imperial Steel & Wire Co.; H. T. Hunter, Hardware and Metal; W. W. Near, Page, Hersey Iron & Tube Co.; C. D. Ten Eyck, E. C. Atkins Saw Co.; T. Mortimer.

Hamilton.—S. O. Greening, B. Greening Wire Co.; W. L. Cummer, Dowswell Mfg. Co.; C. A. Birge and F. H. Whitton, Canada Screw Co.; Wm. Vallance, Wood, Vallance & Co.; A. F. Hatch. Canada Steel Goods Co.

Belleville.—Thos. Moore, Belleville Rolling Mills Co.

Brantford.—Lloyd Harris, Brantford Screw Co.

Gananoque.—A. W. Taylor and Mr. Bulloch, Parmenter & Bulloch Co.; C. E. Britton, Cowan & Britton.

Ottawa.—Thos, Birkett, Jr., Thomas Birkett & Son Co.

Mount Forest.—W. G. Scott, president, Retail Hardware & Stove Dealers' Association.

St. Catharines.—C. McGhie, Welland Vale Mfg. Co.

London.—C. A. Whitwan, Hobbs Hardware Co.; D. H. Howden, D. H. Howden & Co.

St. Mary's.—James Maxwell, David Maxwell & Sons.

Galt.—F. T. Strong, Jas. Warnock & Co.

Guelph.—John M. Taylor and Harry F. Moulden, Taylor, Forbes Co.

New Haven, Conn.—Mr. Cameron, Winchester Repeating Arms Co.

Indianapolis, Ind.—N. A. Gladding, E. C. Atkins Saw Co.

Waterville, Que.—J. R. Ball, Dominion Snath Co.; R. N. Peck, Stanley Rule & Level Co.; G. P. Hart, and L. H. Pease, Stanley Works.

St. John, N.B.—S. E. Elkin, Maritime Nail Co., Ltd.

Menu

Oysters on Half Shell

SOUP

Consomme Princess
Green Turtle au Madeira

FISH

Filet of Dore, Sauce Famille

ENTREES

Sweet-Breads en Casserole

JOINT

Boiled Turkey and Bacon
Oyster Sauce

VEGETABLES

Mashed Brown Potatoes, Canadian Peas
Spinach

PUNCH A LA CARDINAL

GAME

English Plover sur Croutons
Saratoga Chips
Lettuce with Tomato Sauce

DESSERTS

Iced Pudding, Hot Chocolate Sauce
Coffee
Fruits Almonds Ginger Olives

On the Train.

Tom Watson.—Don't let McGhie go; he has a fine tenor.

Arthur Hatch.—He's lucky if he's got a "fiver."

Lloyd Harris.—With these few words, Iwill now "bolt."

A Voice.—I believe you and your boss even up pretty well—guess who's referred to.

What would a Hardware Banquet be without Wm. Vallance, the dean of the hardware trade?

The lion and the lamb have lain down together and a little child (Secretary Hardy) has led them.—Wm. Vallance.

Think of the time we'll have next year in Toronto, with three days' fun crowded into one day.

The jobbers sat all day in session;
To them came quite a procession
Of manufacturers, who cried
We hope you are now satisfied,
For of our wealth you now have possession.

Anon.

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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SHORTENING CREDIT IN WEST.

"I have letters from more than a score of retailers thanking us for going after collections hard and putting pressure on them to pay their accounts. The general stringency has forced us wholesalers to do this, and a general movement of this kind has made it necessary for the retailers to go after their own accounts and shut down on credits. As a result, scores of Western stores are now selling either absolutely or practically on a cash basis, and all have been compelled, at least, to shorten their credits. Retailers are beginning to reconize the benefit of the cash system into which the necessities of the situation have practically forced them, and, as I said, I have letters from more than a score of Western dealers telling me that the net result of this stringency has been a good thing for them."

In the above words, a leading Winnipeg wholesaler expressed to this paper last week his opinion of the financial stringency and its effects. Every commercial traveler in Western territory has practically the same story to tell. For the last two or three years, thanks partly to the educative work of the retail associations, and the trade papers, there has been a general tendency towards shortening credits in the Western Provinces, but some pressing necessity was required to win a general victory for this movement. That pressing necessity has been supplied by the financial stringency of 1907. The banks have brought pressure to bear upon the manufacturers and wholesale houses, and the latter have been compelled to press the retailers for prompt payment. The process has been disagreeable; it has borne very heavily upon some business men, but the net result has been a benefit.

It is now possible to estimate the business situation in the West, with some degree of exactitude. Owing to the high range of prices which the farmer is getting for his grain, it is now generally conceded that the West will make as much money this year out of a small crop as it did last year out of an exceptionally large one. Some districts will suffer, but, taking the country as a whole, the situation is satisfactory. The moderate estimates published in this paper from time to time during the last three months, have been justified by the actual results, the boomster estimates of more than 115,000,000 bushels made by supposedly well-informed business papers and the crop killing reports circulated by the knockers, pessimists and wheat market bulls, having proved alike erroneous. The West is all right for another year, and, with retail business forced to a cash or monthly payment system, the prosperity of the country now rests upon a secure and stable basis.

PARCELS POST IN U. S.

A progressive policy has been outlined by Postmaster-General Meyer, who recently took charge of the United States Postal Department. The parcels post problem has for years been a fighting issue between the retail merchants and the large mail order house interests, and in outlining a policy of progression Mr. Meyer has shown a capacity to deal with this problem in a broad and somewhat novel manner.

The mail order people have pointed out that they are now called on to pay 16 cents per pound on parcels delivered within the United States while the rate across the seas to foreign countries has been only 12 cents per pound. Mr. Meyer has admitted that a reform is needed, and will recommend to Congress that the domestic rate be reduced to meet the foreign rate, so that 12 cents will carry a parcel to any point in the States as well as to a foreign address. He will further recommend that the limit of weight for such parcels be increased from 4 to 11 pounds, that local parcels posts equipped with wagons or automobiles be established in cities where the free delivery system prevails, and that a special parcels post system with an extremely low charge for service be established in connection with the rural free delivery. Mr. Meyer says:

"If my recommendations are adopted, it will cost twelve cents a pound for the mail order house to send parcels to the rural delivery patron from any city post office, while for delivery from the distributing office of the rural route, or if mailed by a patron of any rural route for delivery to a patron on the same route, or at the distributing office of said route, the charge will be but five cents for the first pound and two cents for each additional pound, up to eleven pounds, or 25 cents for a package weighing eleven pounds. I will also recommend a postal savings bank system and the adoption of postal notes."

This is certainly a novel solution to the problem. Concessions are made to the retail merchants, as well as to the catalogue houses, and if the retailers adopt modern advertising and business methods, it is probable that they can retain the advantage given the local dealer of a specially low rate for short distance parcels. The members of Retail Hardware Associations, however, who have led the fight against the mail order parcels post schemes in the past, are suspicious of the present proposal, and are not giving it a cordial support. If there is a mailed fist behind the gloved hand, its presence has not yet been shown, but fears are expressed that the special rates given local retailers are likely to be of short duration, the mail order houses being willing to allow this concession to be made to disarm the opposition of the retail merchants, their intention being to come forward at the last moment with an amendment providing that the reduced rate apply on all domestic matter.

In the light of past experience it will be well for the retailers of the United States to be on their guard against the sharp tricks of the mail order people, but it must be generally admitted that, if left unchanged, the recommendation of Postmaster-General Meyer is an intelligent effort to solve the problem of an improved parcels post system, the details being fair to both retailers and mail order merchants.

Cyrus Birge, of the Canada Screw Co., has made a grant of $50,000 to Victoria University, Toronto. The donor was an under-graduate forty years ago and he is giving the money for the erection of a library.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Antimony—Steady.
Copper—Weaker.
Lead—Weaker.
Linseed Oil—Advanced one cent.
Tin—Continues to decline.
Turpentine—Unsteady.
White Lead—Firm.

Toronto.

Ingot Copper—Now 15 cents in Toronto.
Ingot Tin—Slump in prices continues.
Galvanized Sheets—Declined in England.
Linseed Oil—Advanced one cent.

MONTREAL HARDWARE MARKETS

Montreal, Oct. 18.—At the present time the volume of business being transacted in wholesale and retail hardware circles is very satisfactory. There are two elements which have a very marked effect on trade, hardware included, viz., climatic conditions and the state of the money market. Up until a week ago there were almost incessant rains in eastern districts, and trade was considerably crippled. A big improvement in the weather conditions during the past week has added much vitality to trade. As to financial conditions, the alarmists who have been clamoring so loudly of late, have had some of their words corroborated to a degree in Montreal this week, when a serious slump in the stock of a Western corporation created a panic in local financial circles. However, the effect of this is quite temporary. Transportation facilities are not yet altogether satisfactory, and a few extensive shippers are complaining bitterly of a scarcity of cars. There are no changes in quotations to report.

Screws—Consumers are still experiencing great difficulty in getting even small quantities of certain sizes. It wil be some time yet before the factories will be enabled to cope with the demand, and make complete and prompt shipments. At present the makers are shipping direct to the consumer, owing, no doubt, to the limited supplies. They are making a strong endeavor to accumulate some surplus stock for future calls. Prices are firm and unchanged.

Wire Goods—A large fraction of the business transacted at present is being done with the Northwest, previous to the close of navigation on Nov. 1. An immense quantity of goods is being shipped to the Western Provinces. Locally, a moderate call prevails.

Building Paper—The fall and winter trade has not yet commenced with the activity usual in those seasons. Considerable hesitancy is still displayed on the part of consumers, but it is confidently expected that within a fortnight trade will be in full swing.

Builders' Hardware—The demand is being splendidly maintained, and all merchants, both wholesale and retail, who are handling any considerable quantity of these goods, are highly pleased with the volume of business being done.

Stoves and Ranges—Orders for fall and winter delivery are well booked-up and the manufactories are face to face with the impossibility of getting these orders filled and delivered as promptly as may be desired. The advance of 5 per cent., made on Oct. 1, has done nothing towards limiting the demand which is this year, perhaps, without a parallel.

Sporting Goods—A very spirited demand exists, and at the present rate of consumption stocks will soon become very limited. Prices are unchanged.

Fall Goods—A heavy demand exists for all lines of lumbermen's requisites, farmers' winter supplies, and prospectors' tools. The retailers will do well to see that their orders are in promptly to prevent disappointment on account of tardy delivery.

Cutlery and Silverware—Considerable business is being done, orders numerous and large coming in from Ontario and Western Canada. There is some hesitation on the part of the Western farmers, and until the wheat crop is moved, not much business will be done in those districts.

Wire Nails—The advance of 5 cents a keg, made last week, has been well maintained, and the demand is very active.

TORONTO HARDWARE MARKETS.

Toronto, Oct. 18.—A steady autumn trade has characterized the week's markets and October business so far is well up to expectations. Western business has brightened up during the past fortnight and jobbers have received many splendid orders during the past few days, particularly from British Columbia. Many prominent wholesalers are of the opinion that the money stringency has been emphasized too much, but at the same time they unanimously agree that one good result of the present situation will be that retailers will learn to estimate their needs more carefully and will reduce their buying to somewhere near a cash basis. Money for legitimate purposes is not nearly as scarce as the average man in the street has been led to believe, but the situation has given jobbers an opportunity to check up the reins of credit a little tighter on speculative retailers who heretofore have been given more latitude than is consistent with sound business principles.

Screws—The manufacturers are doing their best to catch up with the trade, but a scarcity in all the best selling sizes is still handicapping the trade. Prices continue firm and unchanged.

Nails—The demand for wire nails is particularly good for October. Supplies are rather low in the most popular sizes, but on the whole the manufacturers are in a fair position to meet the requirements of the trade. The price of nails is still firm, at $2.55, base.

Copper and Brass Goods—No further reductions are reported in the price of goods of copper and brass manufacture, but quotations generally on brass and copper products are weak, and further reductions in all probability will have to be made.

Wire—Trade is practically at a standstill at present and few orders are expected till the beginning of the year. Since the recent advance, there has been no further change in the price, which remains firm at the advanced figures.

Sporting Goods—Owing to the fact that the deer-shooting season opens on Nov. 1, cartridges and ordinary and automatic rifles are in heavy demand. Retailers are already ordering their winter supplies of hockey sticks, skates, snowshoes and toboggans. Sporting goods prices are unchanged.

Fall Goods—Horse blankets, girths, horse clippers, clevices, food choppers, apple parers and kindred autumn necessities are selling fast. Cutlery and silverware are in big demand and many orders for cased goods have already been placed for Xmas requirements.

LONDON, ENG., METAL MARKETS.

London, Oct. 16.—Cleveland warrants are quoted at 53s. 10½d., and Glasgow standards at 52s. 9d., making prices as compared with last week, on Cleveland warrants, 4½d lower, and on Glasgow standard, 1s. 6d. lower.

Tin—Spot tin opened weak at £135 15s., futures at £135 15s., and after sales of 250 tons spot and 520 tons futures, closed firm at £136 15s. for spot and £134 15s. for futures, making price as compared with last week, £13 5s. lower on spot, and £12 10s. lower on futures.

Copper—Spot copper opened firm at £59 5s., futures at £57 15s., and after sales of 300 tons spot and 2,200 tons futures, closed firm at £60 for spot and £58 15s. for futures, making price as compared with last week £2 5s. lower on spot, and £2 5s. lower on futures.

Spelter—The market closed at £21 15s., making price as compared with last week 2s. 6d. lower.

Lead—The market closed at £18 5s., making price as compared with last week, £1 5s. lower.

MONTREAL METAL MARKETS.

Montreal, Oct. 18.—The mystery surrounding the serious recession in the metal market during the past ten days or fortnight, has been considerably dissipated. Metal merchants are pretty well satisfied to explain the depression, as a decline from a boosted to a more rational and legitimate basis. It is quite natural that they should desire to maintain a high basis as long as it is feasible, but when the demand, generally, slackens on account of the high price of the material and of the uncertainties in financial circles, these merchants are not averse to being reconciled to a considerably lower basis.

The activity prevalent during the past week has been somewhat diminished. Quite a large number of cargoes will arrive in the next fortnight or month.

Pig Iron—Continues to be very firm. A large number of consumers are getting well stocked up, but the demand has not diminished materially. A heavy tonnage is expected from Europe during the next fortnight. The English and Scotch furnaces are now in good working order, and are producing a large quantity of high-class iron. However, the current demand is so strong that the furnace men are unable to accumulate any surplus stock. In fact, the present surplus is rapidly diminishing, and the latest statistics show that there is practically no surplus iron in Great Britain. Between 7,000 and 8,000 tons of iron have been sold in the local market during the past week. Some buying is now being done for delivery by the winter steamship route. For February and March shipments the British producers will make considerable concessions to induce big orders. The Midland furnace of the Drummond-McCall Co., has not yet blown in. Prices are firm and unchanged: Middlesboro, No. 1, $21.50; No. 2, $20.50; Summerlee, $25.50.

Spelter—Locally, remains unchanged. The foreign market is higher and this commodity is now quoted at $22. At St. Louis, the market has assumed a rather serious aspect, as dealers anticipate a severe shortage of cars. This may have some direct influence on the market.

Lead—In the English market it has eased off 15s. The local demand is steady, but prices are weak in sympathy with other metals.

Ingot Tin—Continues to decline, and a further reduction of £10 has been made in England. Local prices are very weak, and little or no buying is being done. We quote Lamb and Flag and Straits, at $40.

Antimony—Is in much more healthy condition. Foreign prices have advanced considerably, and the healthy tone of the market has induced a number of heavy transactions. Local prices are firm and considerable activity is noticeable.

Copper—Prices have declined a further ¼ cent or ½ cent. Local dealers are consoling themselves by saying that prices cannot possibly recede any further. Very little buying is done in the local market, and prices are weak. Conditions in the American market are more satisfactory. Although sales have been made at very low figures, the hand-to-mouth buying being done has made considerable inroads on the stocks, and conditions are thus ameliorated. The majority of the American copper producers have adopted the curtailment of production policy with the result that the output has been reduced on the basis of 25,000,000 pounds per month. It is estimated that the production of the Butte mines for October will be less than 9,000,000 pounds.

Old Materials—Very little activity is yet noticeable. Scrap iron is quiet. Supplies are still limited. Heavy copper and wire, 12½c; light copper, 11½c; heavy red brass, 11c; heavy yellow brass, 8c; light brass, 6c; tea lead, 3½c; heavy lead, 3¾c; scrap zinc, 3c; malleable and steel, $9.

TORONTO METAL MARKETS.

Toronto, Oct. 18.—Business locally is improving, with a better demand for metals. Buyers who have been holding off are coming into the market and placing a fair amount of business, the size of the orders placed being larger than for some weeks. While the bottom has not been reached on copper, a fair number of sales are reported. Pig iron also shows an increased demand, and sheet metals, etc., from stock are selling well. The feature of the market, however, is the continued decline in the price of both copper and tin.

Copper.—Prices have again declined in New York and local dealers have followed the drop in order to encourage trade. In New York 13 cents now represents the selling price, and predictions are freely made that 11-cent copper will yet develop. Last Saturday a sale of 5,000,000 pounds is said to have been made at 13½ cents, but buyers still hold back and Monday saw the price shaded to 13 cents. In Toronto 15 cents is the ruling price, but it is understood that some sales of Lake casting ingots have been made as low as 14½ cents.

Tin.—The slump in ingot tin continues and the local price has been cut another cent, 38 cents being now asked—the closest ruling price. The present decline in the London market has been sensational, the spot quotation on Sept. 25 being £169 per ton, and on Oct. 14 only £139. What makes this decline all the more remarkable is shown in the fact that the price on September 25th was then £31 below the high level of the year, and even in 1906, when London touched £215, the extreme fluctuation was only £53½ as against £61, so far, in 1907. Only twice in the last 57 years has the yearly fluctuation exceeded £60, viz: £64 in 1899 and £95 in 1888, the French Syndicate year. Local prices have not declined in proportion to the outside slump, so a further shading can be expected.

Pig Iron.—The iron market is very satisfactory, with more inquiry developing. Stocks are likely to improve also with the coming of winter navigation, as more space will be available on the ocean boats from Great Britain. The shipment of pig iron from Port Arthur is expected next week and future shipments will then be arranged for. With the increase in size of the Atikokan furnaces to double their preseat capacity, there will be thousands of tons of pig iron shipped from here every season. The steel rail making concerns in Canada have long-term contracts sufficient to carry them over any reasonable reactionary period, should the iron industry in the States experience a depression.

Galvanized Sheets.—A reduction of 15 shillings has been made in the association standard in the Old Country and while no change in local prices has developed as yet, a corresponding movement can be expected in the near future. The continued uncertainty existing in the metal markets is still delaying the announcement of next spring's prices on tin plates, galvanized sheets, etc., and booking orders are being held up in consequence.

Lead and Spelter.—Both of these metals continue firm, with unchanged prices. Antimony also keeps its strength very well.

Old Materials.—All brass and copper scrap has been shaded about half a cent but old iron keeps in good demand and at the same prices we have been quoting for several weeks.

U. S. IRON AND METAL TRADES.

New York, Oct. 17.—The Iron Age says: The week under review has been the dullest thus far this year. New business is coming out with a good deal of hesitation, and, generally speaking, in moderate lots only, for fairly prompt delivery. Under conditions like those now prevailing it is practically impossible to gauge future consumptive requirements, but the disposition is to underrate them. Some consumers do not cover the raw material required for the finished products sold by them for future delivery, in fact, sell their own goods on the basis of cost figured on materials at prices which they hope to secure when the time for buying comes.

We are witnessing the extraordinary spectacle of iron and steel manufacturing plants operating at the highest speed ever attained in this country, proving an unprecedented consumption, and a widespread pessimism as to the future requirements, which is unparalleled, and, we believe, unjustified. It does not follow that because orders have fallen off 25 or 30 per cent., more or less, consumption has undergone such a check.

The price of copper has declined below 13c for electrolytic, but a little more interest is being shown by buyers, frightened though they be. The feeling is growing that the cutting in two of the price in less than six months must be bringing the metal to a level where consumers can afford to buy on a scale down. It must be taken into consideration that the restriction of output does not tell until three months have elapsed. It requires one month for the converter bars to reach the eastern refineries from the Rocky Mountain mines, and two months for the copper to appear in the market.

Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

PRESENTATION TO HALIFAX JOBBER.

Halifax, October 14.

There is only a fair trade passing at the present time, the orders coming in being rather small. Prices in almost all lines are very firm. Copper, zinc and tin are slightly easier, but other metals show no change. Axes are in good demand and several firms are filling large orders for lumbermen. Single bit are quoted at $6.50 per dozen, and double bit at $13 per dozen. Wire nails are quoted at $2.60, base, and cut are quoted at $2.35 per cwt., base, and black sheet iron at $2.65 for 24 gauge. Raw oil in barrels is worth 65 cents per gallon, and boiled is held at 68 cents per gallon, in barrel lots. Cement is selling very freely, but with the approach of the cold weather, the demand is likely to fall off considerably. Stocks of pig and sheet lead, and iron pipe, are light. There is a fair demand for tarred paper.

* * *

The strike of 100 boilermakers at the dry dock has resulted in a serious loss to this city. The steamer Oscar II., which was undergoing repairs there, is being taken to New York, where the work will be completed. The steamer, Universe, which is waiting here to go into the dock, will also probably be taken to the same city for repairs. The men demanded one dollar a day increase all round, which the management could not grant, as they had contracted to do the work for a certain figure. The dock has also been obliged to turn down two other large jobs since the men ceased work. The taking of these steamers to other cities is keenly felt here, as some of the contracts run from $50,000 to $100,000.

* * *

The Great Bras d'Or Gold Mining Company is about to commence extensive developments at their mine at Overa, Cape Breton. The company recently purchased a big crusher at Renfrew, N.S., and it is now being transferred to the mine; a contract has been awarded for putting the crusher in place. The company has also purchased a large quantity of steel rails for use at the mine, and they are being transferred from St. Ann's to Middle River. A line of railway will connect with the plant.

* * *

F. McCarthy, who has been on the staff of the wholesale hardware firm of Geo. E. Smith & Co., has resigned, to take a position with a wholesale hardware house in Montreal, and left to-day for his new position. On Saturday he was presented by the members of Geo. E. Smith & Co.'s staff with a handsome traveling case, fitted with brushes, etc. His name was engraved on a silver plate on the case, which was accompanied by an illuminated address.

ST. JOHN REVISES WHARF RATES

St. John, N.B., Oct. 15.—Active preparations are now being made for the approaching winter's business in shipping. The outlook is that the season of 1907-08 will be the best in the history of the winter port. The common council has adopted a new tariff of freight rates which will no doubt result in a largely increased revenue. The following recommendation of the board of works was adopted at a recent meeting of the council:

"Your board having considered the matter of tariff for this winter's business, would recommend that in view of the fixed charges and the expenditures at the Union wharves, St. John West, being in excess of the receipts, the tariff rates on the winter port business be revised in the following particulars, that is to say: That the rate of cattle be increased to three cents each (present rate being two cents each); that the rate on general goods be increased to ten cents per ton (the present rate being five cents per ton); that the rate on deals, timber and lumber loaded from barge or otherwise, be ten cents per 1,000 (the present rate is charged only on lumber over the wharf)."

The following recommendation, dealing with summer rates, was also passed:

"Your board recommend that the winter tariff rates apply at the west side berths during the summer season on all through goods for Quebec, Ontario, western Canada and the United States, imported by ocean liners which are engaged in the winter port trade."

It is believed the adoption of this latter section will result in more business being carried on at this port during the summer season.

* * *

John Kilburn, W. H. Irvine, W. T. Chestnut, T. B. Kidner and J. H. Barry have recently been incorporated as the Monitor Manufacturing Company, with a capital of $25,000. The object is to manufacture and sell acetylene gas generators, etc.

* * *

The proposition of Mr. Beveridge, of Chatham, N.B., to erect a pulp and paper mill at Newcastle is receiving considerable attention. On Monday, Oct. 7, the Board of Trade adopted the following report of the executive:

"Your executive committee, having had under consideration the proposition of Mr. Beveridge re paper mill, beg to report that they would recommend granting him: Free site, certain fixed taxation for twenty years, and guarantee him a supply of water not to exceed 200,000 gallons every 24 hours."

After some discussion it was decided to consider the Beveridge proposition at a public meeting on Wednesday. At this latter meeting considerable opposition developed to the proposed concessions, as it was claimed that the town was offering too much. It was finally decided that Mr. Beveridge should be heard, at a meeting to be held this week, before a definite decision is reached.

The large plant of the Sussex Manufacturing Co. was visited by fire on Monday, Oct. 7, and their large storehouse, filled with hardwood flooring, moldings, doors, etc., was destroyed. The loss amounted to about $3,000, and was partly covered by insurance.

* * *

A new system of steam heating, with radiators, is being installed in St. Luke's church by E. N. Herrington.

* * *

The street car employes of the St. John Railway Co. have presented a petition to the company asking for an increase in wages of four cents an hour. The matter has been referred to the directors to be considered at their next meeting.

* * *

It has been decided to hold the St. John exhibition for 1908, from September 9 to 16.

KINGSTON'S MADE IN CANADA SHOW.

Kingston, Ont., Oct. 16.—F. Partridge, general wirework and wirecloth manufacturer, has lately taken his two sons, F. W. and R. A. Partridge, into partnership with him in the business known as the "Crescent Wire Works," on King street. The style of the firm in future will be "Partridge & Sons."

* * *

The new machinery at the Canadian Locomotive Works is nearly all installed and the buildings are fast nearing completion. The new power house is practically completed and ready to have the steam turned on. The new switch board, being installed by the Canadian Westinghouse Company, is in place, and is one of the best ever installed in this city.

* * *

A brave act was reported here a few days ago, when James Curry, an employe of Lemmon & Sons, hardware merchants, was unloading cement for that firm at Crawford's dock. An Englishman with a cargo of liquor on board was seen to fall in the water, and after struggling there for some time, sank twice, and was going down the third time when Mr. Curry jumped into the water and saved the man. The deed was a plucky one and deserves recognition.

* * *

Messrs. Suddaby & Acton, the proprietors of the Kingston Harness Company, have dissolved partnership and sold out their stock. The company came here from Gananoque and was only doing business here for half a year, but they found that the business didn't pay, there having been a number in the same line for the past number of years, and the citizens in general stuck to the old reliables.

* * *

The sad news was received in the city on Saturday last, announcing the sud-

den death in Victor, N.Y., of Thomas Lemmon, brother of Joseph Lemmon, grocer, and John Lemmon, hardware merchant, King street. Death was due to apoplexy. The remains were brought here to-day by the Cape boat for burial.

* * *

W. B. Dalton & Sons, hardware merchants, this city, have purchased the stock of George Sears, and are now offering great bargains, as they wish to clear out the stock within the next two or three weeks.

* * *

Last week was a very busy week for almost everyone in this city, when the "Made in Canada Exhibition" was held in the armories, in aid of the Kingston General Hospital, and proved a grand success. Donations were received from all parts of the Dominion, and large crowds attended each day, both in the afternoon and evening. The booths were very nicely decorated, and the various merchants made a fine showing. The hardware merchants' booth was very neat and attractive, a number of our leading merchants taking part, and who did their utmost, by working in the evenings the previous week in order to place a fine display of goods before the public, which attracted the attention of nearly everyone. Saturday night being the last night, was bargain day, when the goods remaining were sold by auction. Needless to say, the thrifty housewife was at the front to lay in a good store, and especially when the auctioneer reached the hardware booth, where all lines of small articles, from a box of stove polish up, were to be had at a reduced figure. A number of contests were also held among which was a range donated by "McKelvey & Birch," which brought a considerable amount of money. On the opposite side of the building was an attractive display of sporting goods, shown by Angrove Bros. Everything in this booth was most artistically arranged. In addition to a big display of bicycle supplies, footballs, etc., was a glass case, set out in front, which contained an attractive display of nickel-plated skates, which glistened brightly with the innumerable lights about, and drew the attention of every passerby.

HAMILTON MERCHANTS ESTABLISH CLUB.

Hamilton, Oct. 16.—An event of considerable importance to local business men was the opening last week of the new Commercial Club. The new organization has been formulated for the purpose of catering to the social demands of the business men of the city and to afford them a place wherein to entertain their friends from outside places and those with whom they may have dealings. The opening was quite informal, but it sufficed to show strongly the idea has caught on. The club is handsomely fitted up with sitting rooms, card rooms, dining room and all the latest essentials to an up-to-date and commodious club. There are 205 members enrolled already, and the prospects are bright for a flourishing organization. J. W. Lamoreaux, of the Tuckett Tobacco Co., is president of the club.

* * *

There is a picking up of trade in hardware lines this week. The weakening in the market of late seems to have been only temporary, and local merchants report brisk business. The principal activity is in builders' supplies. The period of fine weather has imbued the builders with renewed energy and they are making desperate strides to complete the work on hand before the winter sets in. There are several big contracts yet to complete and with the numerous smaller ones such as dwelling houses, there is considerable demand for hardware.

* * *

Henry Banwell, of the Banwell-Hoxie Wire Fence Company, is at present in the west looking after the firm's contract for fencing in about 750 miles of right of way for the Canadian Pacific Railway. The firm is not only producing the material, but it is also building the fences. A large gang of men is engaged on the work, which is well under way, west of Winnipeg. Mr. Banwell has been away for several weeks.

* * *

This is a busy season with the furnace manufacturers, and most of the local manufacturers are on the hump. The local branch of the McClary Company, of London, is working its hands night and day now trying to keep apace with the demand. Other firms report unusual activity and it is likely that all previous records will be broken this season.

* * *

In order to meet the demands of its ever-increasing business, the London Machine & Tool Company, which removed to this city over a year ago, has found it necessary to prepare plans for a substantial addition to its works on Lottridge street. The new building will be a foundry 170x78 feet, and will cost $5,000. Since coming to this city the firm has had an unprecedented rush of business.

DAMAGES AWARDED IRON WORKER.

London, Ont., Oct. 16.—Hardwaremen continue to keep busy, those handling stoves, ranges and furnaces particularly so. Jobbers report no cessation of activity.

* * *

J. M. Gunn, who during the absence of Manager Drake in the Old Country, has been attached to the Vancouver branch of the McClary Manufacturing Company, has returned to the head office.

* * *

At the assizes here Frank Osborne, a former employe of the London Rolling Mills Company, brought action to recover $5,000 damages for the loss of an eye sustained while operating a pair of shears in the works of the defendants last June. The jury found a verdict of $1,350 for plaintiff, without costs.

* * *

London is again threatened with the loss of an important industry, Arthur W. White, manager of George White & Sons, manufacturers of threshing engines, etc., has been in St. Catharines lately conferring with the manufacturers' committee regarding the removal of the company's plant from London to that city. Some time ago the firm erected a large factory in the East End, on Rectory street. At the time the factory was erected the firm was promised sewer connection. They have been waiting ever since for the sewer, but it has not yet been constructed.

* * *

John D. Jacobs, who on Monday night last was chosen as the labor candidate in the approaching by-election for the Commons, is an iron molder by trade, and is at present employed by the London Foundry Company.

* * *

The McClary Manufacturing Company have completed the installation of the gas power plant in their new works in the southeastern part of the city, and this week are making test runs. Thus far, Manager King says, the tests have proven entirely satisfactory, and there is reason to believe the machinery will prove to be all that is claimed for it, as an economizer of fuel. The engine is of 200 horse-power, and the generator 250 horse-power, and the power is produced with the use of 1,700 pounds of fuel every ten hours. In addition, the company have at the new works a 275 horse-power steam plant, which, it is not improbable, may ere long have to give way to the extension of the new power. Every department of the great works is very busy these days.

* * *

London merchants, in common with those of other cities, complain of being subject to the importunities of church tea meetings, ticket, charitable organization advertising and other friends, some of whom go so far as to hint that unless the merchant yields to the hold-up it might not be well for his business. Only concerted action on the part of the merchants can put a stop to what has become an intolerable nuisance.

EARLY CLOSING BY-LAW REPEALED.

Chatham, Ont., Oct. 15.—The Blonde Lumber & Manufacturing Co. have moved their hardware stock across to their new stand on the east side of St. Clair street. The new store, which was formerly occupied by Grocer Alf. Deloge, has been remodeled. A corner store, it gives a large amount of window space for display. The side wall of the store has been painted, and just now advertises a number of the lines handled by the Blonde Co., particularly the Martin-Senour 100 per cent. pure paint. The stand on the west side of St. Clair St., formerly occupied by Blonde's hardware, is now taken by T. W. N. Clements, who has moved his tinsmithing stock in this week. Incidentally, the Blonde Co. are

now heating their new block, in which the hardware store is situated, with steam heat, the exhaust from their factory being utilized for this purpose.

* * *

That the recent action of the Retail Merchants' Association here in forbidding the purchase of tickets for church and charity entertainments has proven measureably effective is indicated by the following item which recently appeared in one of the local papers: "The management of Christ Church Guild concert, to be held in the opera house, Oct. 18, are not canvassing the merchants for tickets. Instead, tickets are on sale at Brisco's, Central drug store, and H. A. Andrew's, and it is hoped that the merchants will show their approval of this move by giving the concert a liberal patronage."

* * *

The new Mercer block, on Victoria St., Thamesville, is rapidly nearing completion. The building is an exceedingly creditable one to the town. When completed it will be occupied by W. S. Everitt's hardware store.

* * *

A notable success was the Old Boys' reunion, held in Thamesville last week in connection with the East Kent Agricultural Society's fall fair. Visitors from all parts of Ontario were present for the occasion, and the exhibits and attractions were first-class. As a result of the enterprise of the directors, the gate receipts this year were $1,200—$900 in excess of those in any previous year.

* * *

Wallaceburg has a new industry in prospect. It is the Michigan Lubricating Co., of Detroit, with which the town industrial committee have for some time past been negotiating. The company desire a fixed assessment, and state that they will erect a building at a cost of $6,000, and employ from 50 to 60 hands.

* * *

There was a big attendance at the Board of Trade meeting on Monday evening, to hear Hon. Adam Beck deliver an address on "Hydro-electric power." In some quarters it was anticipated that the address would take a political tinge; but Mr. Beck confined himself to the purely business side of the subject, which he discussed in an interesting and effective style for an hour or more. The possibilities of Niagara power, both industrially and in the operation of public utilities, were dealt with at length.

At this meeting Secretary Landon reported on a number of railway matters, discussed at the meeting of the council a couple of weeks ago. The poor railway accommodation between Chatham and Detroit, and the securing of proper protection for the C.P.R. crossings, will come before the Dominion Railway Commission, which meets here Oct. 29th. The difficulty between the C.W. & L. E. electric road and the Robertson estate, with reference to the laying of the tracks on Queen street, will come before the commission at the same time. The railroad contractors, Blight & Fielder, have the line to the lake within five miles of completion.

* * *

Quite an amount of discussion was occasioned last week by an interview with D. A. Coste, of the Volcanic Oil & Gas Co., published in one of the local papers, in which that gentleman was represented as expressing doubt as to the permanence of the city's natural gas supply. Later, Mr. Coste stated that his remarks had been taken too literally, adding that, with their new six-inch pipe line, the company would shortly be able to supply the city with 10,000,000 cubic feet per day without affecting the pressure in the field. To-day Chatham is using a million feet per day, and the pressure in the field is 260 pounds, with 140 pounds at the city limits. The long-promised purifiers have arrived, and are now in operation. As a result, the atmosphere of the city has taken on a very different scent from that so prevalent during the summer months.

* * *

The firm of Johnson & Co., implement dealers, of Blenheim, has been dissolved, L. H. Johnson retiring. The business will in future be conducted by Messrs. John McIntyre and Alex. Clunis. Mr. Johnson has accepted a position as general agent for a large implement firm and expects to go on the road about Nov. 1. His family will continue to reside in Blenheim.

* * *

Leamington, after experimenting with early closing, has gone back on the experiment. Some time ago an early closing by-law was passed, but it apparently did not work satisfactorily. Anyway, at a recent meeting of the town council a petition for the repeal of the by-law was presented. The petition was signed by a majority of the merchants in all the lines affected, except the harnessmakers, and these later came round. As a result, the by-law was repealed. The Leamington News, in its editorial comment, roundly condemned the move, which it characterized as a backward step.

* * *

Comber is experimenting in gasoline street lighting. One light was recently purchased through H. M. Sweggles, and if satisfactory, others will be installed.

MUCH METAL ROOFING USED.

Saskatoon, Oct. 12.—A large quantity of metallic roofing and ceiling has been used this season on the larger buildings in course of erection. The Gordon & Sparling building looks well with its metallic walls, ceiling and cornice work. The windows are finished with white marble and plate glass on the ground floor, and the butcher's shop should be ready for business in a few days. The Sutherland and National Trust blocks have been capped with projecting cornices, the latter having also metallic ceilings. The new Saskatchewan hotel has metallic ceilings, while the City hotel is being roofed with sheet iron.

* * *

The Heagle Cigar Co. have opened a factory on Twentieth street, and are placing their goods on the market. At present they are only turning out 2,000 cigars daily, but purpose increasing their staff considerably.

J. Y. Griffin & Co., of Winnipeg, the largest meat and provision dealers in Canada, have opened a branch here with J. W. Bell as local manager. Next year they intend building a packing house and canning factory at considerable expense, and this will be the distributing point for this province. The company now have branches at Fort William, Regina, Calgary, Edmonton, Nelson and Vancouver.

* * *

There is some activity on the site of the C.P.R. roundhouse. The excavation is finished and part of the walls up. In the course of a few days the temporary bridge will link the two shores, when material will be rushed across and steel laying will commence from this end.

* * *

Mr. Francis is erecting a new house in Nutana. The material used in construction is cement blocks. Several other smaller residences are springing up in the same vicinity.

* * *

There is some activity in building in the new town of Asquith. A. Lunn is erecting a store; W. Strong and Mr. Wilson will each erect a dwelling house; Johnson & Churcher will make a large addition to their livery barn; the new church will be completed in a few days and McLaughlin's livery stable is ready for business. A. J. Rowat will erect an implement warehouse and increase his stock of wagons and plows. Twenty cars of goods arrived in one week and as many more are expected this week.

MAIL SERVICE.

Kinistino, Sask., Oct. 3.—Complaints as to the defective nature of our mail service continue to arise from different parts of the West. It is true that during the past year many improvements have been made in various parts of Saskatchewan and Alberta, but it is also true that in this matter Kinistino has been overlooked. Within a radius of some ten miles from Kinistino we have situated seven post offices, viz.: Kyle, Norden, Neshem, Glen Mary, Ethelton, Weldon and Fort a la Corne and out of this list only one office receives its mail directly from Kinistino, the others having to go by way of Melfort or Prince Albert, often necessitating the delay of a whole week. Why this state of affairs should have been allowed to continue so long is not easy to understand, and it seems to point to a case of sheer negligence. Complaints have already been made regarding the obsolete manner in which the mails are handled and it would appear to be about time that the post office authorities did something to remedy the existing state of affairs.

SPORT IN BRITISH COLUMBIA.

Vancouver, B.C., Oct. 10.—From all parts of British Columbia come excellent reports of experiences and prospects in both fishing and hunting. The game generally is reported as being

more plentiful, and there appears no doubt from the number and tenor of these reports, that mule, black tail, and white tail deer are more numerous than two years ago, and, also, at any rate, in the Lillooet district, that sheep are on the increase.

A good many non-resident hunters have visited British Columbia this year. In the Cassiar district there were 25 at one time (all that could be accommodated with horses and guides). Included in this number were Lord and Lady Hindlip and Lord Beauclerc. In Lillooet and Chilcoten districts there were twenty-one non-resident hunters, amongst this number being Lord Vivian and the Hon. R. Vivian. Vancouver and Kootenay have also received a fair share of tourists.

The fishing for big salmon at Campbell River has attracted a greater number of tourists than ever. This year, in addition to a number from England and the United States, there have been visitors from New Zealand, Australia, the Straits Settlements and India.

Probably owing to no seining being allowed this year the fishing has been better than last year. The largest fish taken this season weighed sixty-two pounds and the second largest sixty pounds. A considerable number weighing from fifty to fifty-five pounds have been caught, and the average weight of the big fish has been a little over forty-one pounds.

A remarkable feature of the year has been the sentencing of a Japanese to pay a fine of $300 (three hundred dollars) and costs for using dynamite in the Capilano River. The severity of the fine was due to two causes: First, evidence was produced to show that the man had committed this offence on more than one previous occasion; and, secondly, there was a strong suspicion of perjury in endeavoring to prove an alibi. A good many convictions for breaches of the fish and game laws have been obtained and some heavy fines inflicted, amongst which may be mentioned that of a man killing four deer out of season, this man being fined $100 and costs.

LATE ALREADY.

Five minutes after the tardy gong had struck the principal of the school was walking through the lower hall, when he saw a pudgy little fellow scampering toward the first-grade room as fast as his fat legs could carry him. "See here, young man, I want to talk to you," called the principal to the late comer. "I hain't got time to talk to you; I'm late already," replied the breathless beginner as the door of his class room closed.

Make your customer the best possible price you can at first, and maintain it. If he wants to "jew" the price down tell him kindly you have made the best price possible, and stick to it—sale or no sale.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

AN old-established house of brass founders, making a wide range of brass foundry furnishings, such as brass cast tubing, stair rods, cornice poles, art metal work, electric light fittings, ecclesiastical metal work, are anxious to secure a thoroughly reliable and trustworthy agent or traveller for Canada, to sell goods on commission. An excellent opportunity for any firm covering Canada thoroughly. Address all enquiries to Box 654, HARDWARE AND METAL. [37]

AGENCY WANTED

EXPERIENCED and reliable business man, Calgary, could represent good lines of hardware, plumbing and heating goods. Address Box 665, HARDWARE AND METAL, Toronto. [40]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

ONE hundred dozen rim locks for sale, 95c. per dozen; also two hundred dozen, rim and mortise knobs, black, white and mineral, 85c. per dozen. Full particulars, Box 661, HARDWARE AND METAL, Toronto.

FOR SALE—A number of shares in a prosperous limited company doing a wholesale and retail hardware business in Alberta, satisfactory reason for selling. Address P.O. Box 1561, Edmonton, Alberta. [44]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE Business and Tinshop for sale in Saskatchewan; population 1,500; stock carried, about $14,000; turnover, $45,000; practically all-cash business; cash required, $8,000; would rent building; do not answer without you have the money and mean business; it will pay to investigate this. Box 648, HARDWARE AND METAL, Toronto. (41)

HARDWARE store and stock for sale, within 25 miles of Toronto. Solid brick double store and dwelling; property worth $4,000. Stock worth about $3,000. Splendid business in stoves and hardware. Good reasons for selling. Full particulars on application. Box 663, HARDWARE AND METAL, Toronto. [41]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—First-class tinsmith in New Ontario town. Must be capable of managing workshop and estimating. Good position, good salary, and no lost time for the right man. Address, Box 655, HARDWARE AND METAL, Toronto. [40]

WANTED—First class opening for tinsmithing, plumbing and heating. Box 202, Hespeler. [43]

WANTED—Experienced hardware clerk; must be good salesman and stockkeeper. Address, stating age, experience and salary expected, S. A. Clark, Limited, Saskatoon, Sask. [42]

THE CANADIAN GROCER wants a Managing Editor. It wants a thoroughly capable man—a man who is live, full of up-to-date ideas, and one who understands the newspaper business from the reglet box to the editorial chair. Furthermore, it wants a man who is thoroughly conversant with the commercial situation in Canada. We realize that this is a big want. Not everyone can fill the bill, but we are willing to pay at the outset $2,500 a year to the man who can do so. The right man can eventually make his place worth $5,000. If you think you are this man we want to hear from you, with your experience and qualifications—by letter only. Address The MacLean Publishing Co., 232 McGill St., Montreal, or 10 Front St. East., Toronto. 38

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

MECHANICAL ENGINEER (25) seeks responsible position; expert in construction of modern copper, zinc smelting works, machinery, furnaces, etc.; general engineering, gas, steam engines, suction and pressure gas plants; structural steel, etc.; reliable, energetic; good references. Box 27, HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [42]

HARDWARE—Young man with six years' experience, also practical tinsmith, open for position January 1st; strictly temperate, western experience, A1 references, capable of taking charge. Apply Box 8, HARDWARE AND METAL, Winnipeg. [43]

HARDWARE CLERK—32, married, sober, steady and reliable, capable of taking charge. Box 10, HARDWARE AND METAL, Winnipeg.

THE WANT AD.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Oct. 18. Room 511, Union Bank Bldg, Winnipeg, Man.

Business is showing a marked revival of activity. All summer, owing to the uncertain crop, there was a disposition to call a halt and prepare for the worst, but with another year of prosperity assured, business is now coming back to normal conditions.

Rope—Sisal, 11c per lb., and pure manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 lbs., $3.22½; plain galvanized, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M" cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, 4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45½c; copper, No. 10, 47c; copper, No. 12, 50½c; assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10K Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo tarred, 69c.

Ammunition, etc.—Cartridges, rim 50 p.c.; pistol sizes, 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24, Canadian, $23; 10 gauge smokeless, chilled, English, $28, Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 44c per lb.; plain, 39c.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'

HOUSE PAINT

is our attainment — it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

FIRE NOTICE

Although our warehouse was burnt to the ground, we are again open for business. Our general offices have been transferred to the Fort Rouge Factory.

The

Winnipeg Paint and Glass Co.

Limited

WINNIPEG

Reduced Prices in Galvanized Hollow Ware

Our prices are lower than those charged by other manufacturers, but we guarantee the very best quality.

If you are in the market for Galvanized Hollow Ware, it will pay you to communicate with us. We can save you money.

Tanks and Granaries a specialty.

Winnipeg Galvanizing & Manufacturing Co., Winnipeg, Man.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70 ; ⅜, $2.85 ; ½, $3.75 ; ¾, $4.75 ; 1, $6.75 ; 1¼, $9.25 ; 1½, $11.00 ; 2, $14.80 ; 2½, $24.60 ; 3, $32.30 ; 3½, $40.50 ; 4, $46.00 ; 4½, $54.00. Galvanized : ¼ in., $3.65 ; ⅜, $3.80 ; ½, $4.50 ; ¾, $5.80 ; 1, $8.40 ; 1¼, $11.40 ; 1½, $13.80 ; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15 ; 18 and 20, $4.40 ; 22 and 24, $4.65 ; 26, $4.65 ; 28, $4.50 ; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28, $5.15.

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10 ; IX charcoal, 20x28, $12 ; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50 ; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c ; heavy castor, 28c; medium castor, 27c; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasoline, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c ; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg 70c, Calgary 77c, Lethbridge, 77c, Edmonton 78c; boiled oil, 3c per gallon advance on these prices.

WESTERN CANADA NEWS.

Jas. Feir, of the office staff of Geo. D. Wood & Co., Winnipeg, is on his vacation.

N. W. Gould has sold his hardware business at Wetaskiwin, Alberta, to J. C. Gourley.

George McLeod, of Lundy, McLeod & Co., Edmonton, has returned from a trip to the east.

R. J. Nethercutt, hardware dealer, Wawanesa, Man., was in Winnipeg last week on a flying business trip.

C. D. Waldon, manager of the Pease-Waldon Co., Winnipeg, went west on Monday on an extended business trip.

A. C. Archibald, representative of the Nicholson File Co., was in Winnipeg this week interviewing the jobbing houses.

H. V. Lawlor, paint specialist for the Marshall Wells Co., was in Winnipeg this week, spending a few days in relaxation from the strenuous life on the road.

Joshua Peters, manager of the Record Foundry & Machine Co., Moncton, was in Winnipeg last week on his return journey from an extended trip to the Pacific coast.

H. N. Joy, of the Joy Mfg. Co., Toronto, called on the Winnipeg office of Hardware and Metal last Monday. Mr. Joy was on his way to Regina, Saskatoon, Edmonton and other Western cities in the interests of his firm. Tees & Persse, Winnipeg, are now carrying a stock of the Joy malleable and steel range.

Fire totally destroyed last week the handsome new warehouse of the Winnipeg Paint & Glass Co. The building and contents were a complete loss, and although heavy insurance was carried, the company are necessarily very heavy losers. Fortunately, through the assistance of other wholesale houses, and by drawing on reserve stock not in the burned building, they are in position to fill their orders. Their general offices have been removed to the factory in Fort Rouge. The busines community in general are extending their sympathy to the Winnipeg Paint & Glass Co. in their misfortune, and, as noted above, the wholesale houses are showing it in a practical way by helping to fill orders. Plans are under way for the erection of a new warehouse on the old site.

It isn't what a man owes, but what he pays, that keeps him poor.

HARDWARE TRADE GOSSIP

Ontario.

A new hardware store is to be opened at the corner of Queen street and Lee avenue, Toronto.

The wife of John W. Coy, late of Coy Bros. & Southcott, St. Catharines, recently passed away.

The newly organized Dominion Tool Company, Peterboro, have purchased a site for their new factory. It will be located on Park street.

Wm. Pickard, salesman for W. G. Scott & Co., Mt. Forest, had the misfortune to lose his wife a few days ago, the funeral taking place on Tuesday.

Mr. Kiteley, sr., has sold his half interest in the hardware business at Welland to Blake L. Booth. F. A. Kiteley will continue, and the firm will now be known as Kiteley & Booth.

Burglars entered the hardware store of C. J. Thornhill, Mt. Forest, on Monday night, and secured $14 in cash, four dozen razors and three dozen knives, the total loss being about $65. There is no clue to the parties.

James Purvis, Sudbury, was a caller on Hardware and Metal, Toronto, on Monday. Mr. Purvis made the trip to Toronto largely to secure a satisfactory bookkeeper, he having had several changes in that department of his staff recently.

Cyrus A. Birge, ex-president of the Canadian Manufacturers' Association, and president of the Canada Screw Company, Hamilton, has given $50,000 to Victoria University, Toronto, to accompany Andrew Carnegie's gift of $50,000 providing that another $50,000 be raised.

W. A. Mitchell, Kingston, one of the Executive of the Ontario Retail Hardware Association, was a caller on Hardware and Metal, at Toronto, on Tuesday. Mr. Mitchell's wife has been visiting Winnipeg and Vancouver relatives, and Mr. Mitchell met her at Toronto on her way home.

W. G. Pow and W. Wilcox have purchased the hardware business of the late W. R. Hobbs, Tillsonburg, and will take possession of the same on Oct. 24. Both are Tillsonburg boys who have been connected with the store for some years, and thoroughly understand the business, Mr. Pow having been the manager since the death of the former proprietor.

A new shooting sight has been invented by G. B. Crandall, Sherry Valley, Ont. Loose and inaccurate adjustment has been the result of attempts to secure a rear tang-sight, having a wind-gauge base. This inventor, however, obtains a rear wind-gauge by use of a sight stem having a wind-gauge top no more likely to become loose and shakey than an ordinary tang-sight. An ordinary sight can be immediately converted into a very satisfactory rear wind-gauge by the simple use of the extra wind-gauge stem. It does away with the high and cumbersome front wind-gauge sight and places a wind-gauge at the rear, which all who use an arm, prefer.

Quebec.

C. M. Bittues, manufacturers' agent, Montreal, is on a trip to Boston.

Mr. Partridge, of Ox Fibre Brush Co., New York city, was in Montreal last week.

W. P. Hudson, of Russell & Erwin Mfg. Co., New York city, was in Montreal this week.

J. R. Baxter, of J. R. Baxter & Co., Montreal, has returned from an extended visit to Toronto.

J. T. NORTON, INGERSOLL,
Recently Elected by Acclamation a Member of the School Board.

H. W. Benedict, of the Standard Paint Co., Montreal, paid a flying visit to Winnipeg this week.

E. J. Poler, of A. L. Sweet Iron Works, Medina, N.Y., called on the trade in Montreal last week.

Louis A. Cadieux, jobber and importer of paints and varnishes, Montreal, has left on a trip to England.

John Millen & Son, Montreal, are getting out a new catalogue of gun repair parts and gunsmiths' tools, which will interest the hardware trade.

Arthur Dagenais, of the mail order department in Starke-Seybold, Limited, Montreal, suffered a heavy bereavement this week in the death of his father.

H. J. Fuller, president of the Canadian Fairbanks Co., Montreal, left this week for a six weeks' trip to Europe, where he will combine business with pleasure.

W. B. Williams, representing the Birmingham Hardware Co., Birmingham, Eng., has been visiting Toronto, and points east, and reports conditions extremely satisfactory.

Gordon Seybold, of Starke-Seybold, Limited, who has been confined to the hospital for some time with typhoid fever, has sufficiently recovered to take a trip to Knowlton. He will resume his desk duties in a few weeks.

The following hardware men were seen in Montreal last week: Mr. Gelinas, of C. P. Gelinas & Bro., Three Rivers; Mr. Higginson, of Skinner & Higginson, Pictou, N.S.; C. O. Gervas, St. John; J. A. Paquin, Ste. Eustache; Mr. Belanger, of Milton, Pearce & Co., Parry Harbor; W. C. Strader, North Williamsburg.

LIFE SKETCH OF INGERSOLL DEALER.

J. T. Norton, who for nearly three years has been conducting a most successful hardware and plumbing business in Ingersoll, and whose likeness is shown in the accompanying illustration, recently won distinction by being elected by acclamation to the Board of Education, a position which he is eminently qualified to fill. Mr. Norton by his geniality and attentiveness has increased his patronage each year. He is always alert to opportunities and is a firm be-Gould Mfg. Co., of Smith's Falls. He is a practical man of wide experience, having held important positions up to the time he engaged in business here on his own account. For four and a half years previous to locating in Ingersoll he was the western representative of the Gould Mfg. Co. of Smith's Falls. He learned the hardware business with G. A. Stanley, of Lucan, and later had charge of the tinning and plumbing shop of A. B. Noble, of St. Catharines. For some time he was in the employ of J. Henderson, Collingwood, having charge of his furnace, stove and tinware business. Mr. Norton is a native of Thedford, Ont. Mr. Norton has become a very active and a most respected citizen. In addition to being a member of the Board of Education, he takes a keen interest in affairs musical, and is a valued member of Ingersoll L.O.L. band.

ARRESTED FOR ARSON.

A serious case of incendiarism was discovered in Montreal this week. Caverhill, Learmont & Co., Montreal, have suffered considerable loss from two fires during the past year or two. Up until the first of this week the cause of both has been a mystery. The company have spared no effort to prevent recurrence of fire. After working hours on the evening of Oct. 14, before going home, J. W. Richardson made an inspection tour through the St. Peter street warehouse quietly, and found that on one of the floors a candle had just been lighted over some Excelsior packing, with a view to set fire to the building. The young man who did this was caught coming down the stairs. He was detained and a hasty examination of the plot was made. The young man was placed under arrest on a charge of arson. If the fire had gotten under way the building would have been consumed in a very short time.

DO YOU WANT A NEW CUSTOMER

A resident of the United States is looking for some place to locate a summer home, and has asked the MacLean newspapers for advice. They want, they say, one in which they can live from May to November, preferably in Canada, near a lake, if possible, and within easy reach of good trout fishing, not nearer to a post office and telegraph station than twelve miles, nor farther than forty, nor too far north to prevent raising of vegetables for their own use. If they could find trout, partridge, or pheasants and deer, elk or moose, each in its own season, so much the better. They desire to build a comfortable log house and would need one for the man and his wife whom they would leave there the year round.

The family is well known and highly respected in the public and social life in the United States and in Great Britain, where they at one time had a temporary residence. Being also wealthy, they would become valuable customers for the retail trade in any locality where they may decide to settle. If any of our readers or Boards of Trade have a place that fills the requirements described above, will they kindly send particulars to the editor for transmission ?

MELTED METAL RAN INTO SEA

Fire recently destroyed a cannery at Bellingham Bay, Wash., and $75,000 worth of pig tin, solder and other metals were melted and ran into the sea. It is hoped a portion of this metal can be recovered, but it will have to be shipped back to the smelters and go through a refining process before it can be used.

KANDA METAL POLISH.

Kanda & Co., Basinghall street, London, Eng., are meeting with an encouraging sale of their metal polish in Canada, and are now intending to establish agencies in the Maritime Provinces, Quebec and Manitoba. The Kennedy Hardware Co., Toronto, are Ontario agents. The polish is guaranteed free from acid, grit or alcohol, and is non-inflammable.

LETTER BOX.

Oars and Paddles.

F. A. Ricard, Verner, Ont., asks for the names of manufacturers of oars and paddles.

Answer.—The Canadian Canoe Co., the Peterboro Canoe Co., and J. J. Turner & Son, all at Peterboro, Ont., are large makers of these articles.—Editor.

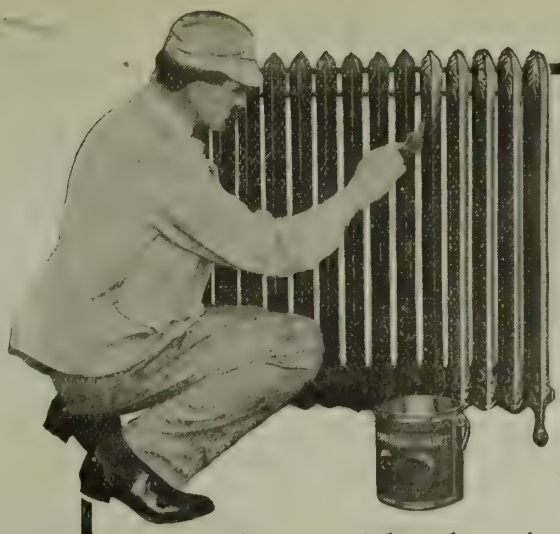
Deitz Lanterns.

D. Brocklebank & Sons, Arthur, ask to be supplied with the address of the manufacturers of the Deitz lantern.

Answer.—R. E. Deitz & Co., 60 Laight street, New York.—Editor.

FLEW THROUGH FLUE.

A fly and a flea in a flue
Were imprisoned, so what could they do?
Said the fly : "Let us flee."
Said the flea : "Let us fly."
So they flew through a flaw in the flue.



A popular specialty will bring trade to your store

Sell a specialty there is a demand for. Give your trade a high quality product—one that fills their needs. You will get the business. Every sale of a reliable article gives your customers more confidence in you and your goods.

SHERWIN-WILLIAMS ALUMINUM PAINT

is the best and most economical finish for radiators, boilers, water pipes and similar surfaces. It gives a lasting silver finish that is not affected by heat or cold. It is free from the disagreeable banana-like odor common to many similar products.

S-W. Aluminum Paint is a specialty that is a trade winner. Give it a trial.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.
214

Have You Ever Noticed

THE ORIGINAL NEWMARKET CLIPPER.

The Silver Grind

which is such a striking characteristic of the **Newmarket Clipper?** It is a kind of whistling sound, and means Perfect Grinding, Perfect Balance of Cutting Tension, Perfect Bearing of Cutting Edges. This is

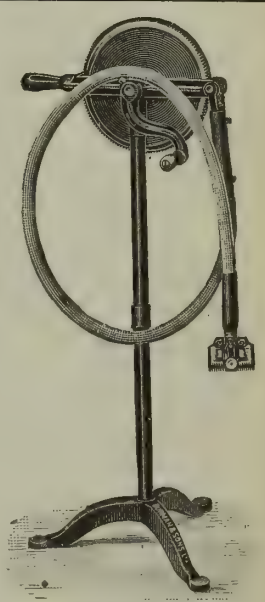
Handicraftmanship

pure and simple, and can only be obtained by skilled and experienced workmen, who have had the secret handed down to them from their forefathers.

We hold that Secret

and this explains why our machines keep their edge so long, and will clip 3, 4 or 5 times as many horses as other makes.

We ask you to bear these facts in mind when placing your orders for the coming season.



THE BURMAN No. 13 POWER HORSE CLIPPER.

Burman & Sons, Ltd., Lee Bank Works, Birmingham, England

Heating and Housefurnishings

CUTTING PATTERNS IN THE TIN SHOP

Readers of Hardware and Metal are requested to make use of this department. Questions regarding patterns will be answered by experts. Discussion is also invited on any matter pertaining to the tin shop.

Patterns for a Two-Piece Tapering Elbow.

Let A, B and C, D in Fig. 1 equal the large end of the elbow. D, H, B, the angle. Make H, F equal to C, G, and E, F equal to A, B. Make J, K equal small end of the elbow. Draw the lines B, K and A, J. Continue these lines until they intersect at J. Describe the semi-circles A, B and J, K, and divide them into the same number of equal parts. From the points draw lines as 1, 2, 3, 4, 5, 6.

On any line, as, for instance, A, B in

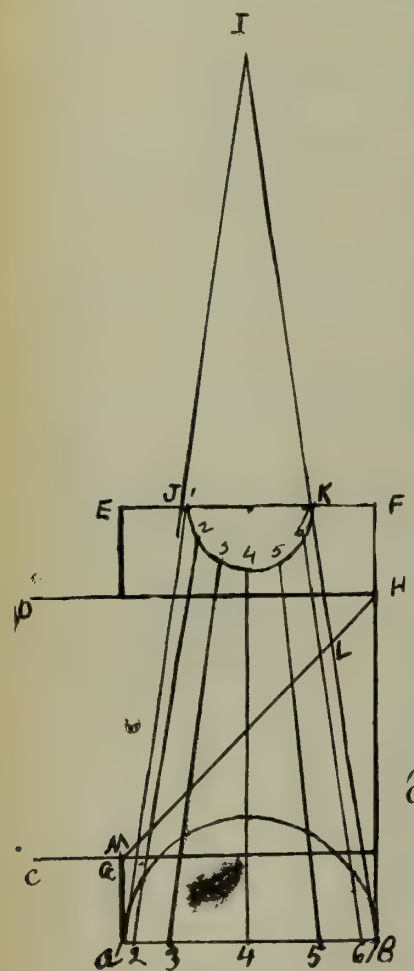


Fig. 1.

Fig. 2, with the radi I, K and I, B, describe the arcs H, I and C, D. Set off C, A, D equal in length to circumference of large end of elbow A, B. Draw lines C, B and D, B. Set off on each side of A, B the same number of equal distances as in the semi-circle A, B in Fig. 1. From the points draw lines cutting the centre at B. Make A, E in Fig. 2 equal to B, L in Fig. 1. Make C, F and D, G equal to A, M. Also each of the lines bearing same number as 1, 1, 2, 2, 3, 3, 4, 4, 5, 5, 6, 6. Then a line traced through the points will form the pattern. Edges must be allowed.

W. M. M.

WHY NOT DEMONSTRATE COAL STOVES.

A recent announcement by an Eastern gas company stated that they were forming a new department in their business, requiring the services of women qualified to give instruction in the proper care and use of the gas range.

The organization of a corps of demonstrators, they said, was further evidence of their desire to give their customers the best possible service. Their idea of such service was not merely the supply of a certain commodity at a given price, but the provision of every facility for showing their customers how to use the commodity to the best advantage.

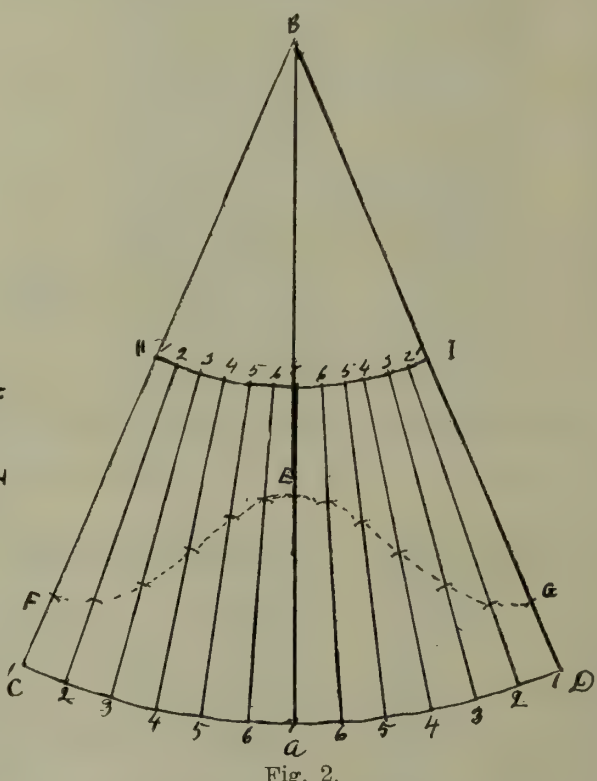


Fig. 2.

Expert advice on gas matters has been so freely sought by the customers of this gas company, and has proved of such benefit to their customers, that they have decided, they say, to develop the principle of aiding the purchaser by the engagement of a number of gas-stove demonstrators, who will be placed at the disposal of their customers.

There may be here a "tip" of some advantage to the manufacturers of coal stoves, says the American Artisan. If it pays to demonstrate the proper and most advantageous methods of using a gas range, why will it not pay to show the best methods of using a coal stove? The object in both cases is to satisfy the customer and perfect satisfaction can only come by convenient and economical service by the stove in actual use.

A satisfied customer is always a good advertisement for any stove and it would seem to be the part of wisdom for the manufacturer to demonstrate the advantage of this product freely and expertly from time to time in the store of the retail dealer, even if it be not possible to follow this up by expert instruction by an official demonstrator in the home of the ultimate purchaser of the stove.

It is urged against this kind of advertising on the part of the manufacturer that it is too expensive in comparison with the results that can be achieved; that efforts expended in this direction must necessarily curtail the amount of general advertising done by the manufacturer—and it is likely that in many cases these considerations must prevail. But there are doubtless many hardware dealers who would welcome more frequent demonstrators of the stove they handle, such demonstrations to be conducted by direct representatives of the manufacturer.

CARRY ONLY ONE LINE.

It is advisable to handle only one line of stoves, as far as possible, writes a western hardware firm. It is better for the retailer and also the jobber, where a dealer handles several varieties. In many instances a customer asks which one is the best, and it places a dealer in an embarrassing position and often creates the impression that he does not understand his business. In advertising we also find one line more desirable, as then it becomes associated with your business. We employ the local papers almost exclusively to advertise our stoves, and use electros showing the goods and prices. Our experience in handling the mail order house competition has been to carefully explain the many points of superiority of our stoves over those of the mail order houses, and if it is a desirable customer, we rarely lose a sale. A proprietor and the clerks who sell the stoves should by all means thoroughly understand all about them and also be informed on those made by other manufacturers, although it is better not to bring this knowledge before the customer unless forced to do so in defense of your own

goods. We would also suggest the necessity of having stoves occupy a very prominent position in the store, kept nicely blacked and free from rust, thereby making them just as attractive as possible, and the results will be satisfactory.

STOVE COMPLAINTS.

A large stove manufacturing concern recently received the following letter from one of its traveling salesmen:

"I came across a new case of ignorance at Morley to-day. At supper last night they served biscuits nicely browned on top and well made, but doughy on the underside, so I told the landlady she had better let me sell her a range guaranteed to bake top and bottom. I was told the range she had was a well-known brand and only had it about three years and it was no good. I told her the fault was not in the range, and I would convince her of that before leaving Morley, which I succeeded in doing.

"I found the range to be a wood range with reservoir and high shelf. It smoked whenever heat was turned under the oven, and when I went to clean it out at the bottom she said that was not necessary, as she had cleaned it only the other day, and that it made no difference. I went at it all the same, and while she had cleaned it through the opening under the oven door, she did not know there was a flue door in the ash box; and when I opened this found it packed almost solid with ashes, never having been cleaned since the range was bought, over three years ago. After it was cleaned it worked to a charm; in fact, too much so, as she burnt her first pan of corn bread on the bottom so badly she could not use it for dinner.

"This is a case in which she declared draft was perfect and that she kept the flues perfectly clean. Stove did well at first, but was worn out, she supposed, and should not have done so in a little over three years.

"I have gotten now so that I do not believe anything users say about their stoves. I shall bring this case up at the dealers' meeting and try and impress upon them the importance of seeing for themselves when a complaint is made, and not write any hearsay business; and I almost believe we would be justified in writing when a complaint is made as follows:

"Is your complaint based on your knowledge gained by personal investigation or some one in your employ who is competent, or only on the statement of the user?"

Sell stoves for cash and on the instalment plan, and give the fellow that pays cash a small discount. The instalment plan, works very well and the losses are very slight. It increases one's trade.

A store man that does not know a stove from urn to leg had better retire. It's a wise plan to go over the features of a stove with your clerks and post them on every detail, for you may think they talk stove all right, but they often omit details that may sell the stove.

SURVIVAL OF THE FITTEST

Our "Manitoba" pattern in

"Metallic" Sidings

continues to lead for Elevators, Warehouses, Factories, and our Brick and Stone patterns for Stores, Dwellings, etc.

Easily sold, readily handled, and reasonable profit, and remember

OUR DEALERS ALWAYS PROTECTED.

Prompt Shipment. Right prices.

THE METALLIC ROOFING CO.

OF CANADA, LIMITED

Manufacturers Established 22 years

TORONTO AND WINNIPEG

What Class of Men Do You Want to Reach?

We presume you want the largest number of responses possible from the best class of people. This cannot result through using only local mediums.

Did you ever stop to thing how many hardwaremen read any one of our large city dailies? If you have a business for sale or wish to engage a clerk you will not be content to have your advertisement seen by men in any one locality.

Hardware and Metal is not a Montreal, Toronto or Winnipeg paper. It is an ALL CANADIAN NEWSPAPER, and reaches each week practically all the men engaged in the Hardware, Stove and Tinware and Plumbing trades, from the Atlantic to the Pacific.

Your message will be carried QUICKLY. Hardware and Metal is mailed Friday, and all subscribers in Ontario should receive their copy on Saturday. Travelers invariably count on reading the paper on Saturday.

Rates
- 2c. per word for the first insertion
- 1c. per word for subsequent insertions
- 5c. additional each insertion when box number is desired

HARDWARE AND METAL

Montreal Toronto Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

BIG INDUSTRY FOR TORONTO.

Definite action has at last been taken with the proposition made by the Mackenzie & Mann interests, to establish a large iron and steel plant, smelter, rolling mills and allied industries on the Ashbridge's Bay marsh, at the mouth of the River Don.

The matter was first mooted about five years ago, in Hardware and Metal and, in the meantime, reference has been made to the progress made in the plans being laid by the promoters. They have now reached a point in the development of their mining interests where they can go ahead with their steel plant, and last Friday laid a definite proposal before the Toronto civic authorities, asking no concession from the city other than the deeding over of a site for the proposed works on the now useless marsh, which requires extensive filling in before work can be undertaken.

Mr. Mann's proposal has been laid before the city's authorities in the following terms:

"As you are aware, Moose Mountain, Limited, are developing important iron mines in the township of Hutton, the northern terminal of the present Canadian Northern Ontario Railway. Development has so far proceeded that the mines will soon be on a shipping basis. Work on the railway is expected to be completed to the mines by the end of January next.

"It is the intention of Moose Mountain, Limited, to erect a smelting plant for the treatment of ore at some point in the Province of Ontario. After mature investigation it is considered that Ashbridge's Bay, in the city of Toronto, would be a suitable location for this plant.

"I am authorized by the shareholders of Moose Mountain, in which my firm are also shareholders, to enter into negotiations with the city for sufficient land at Ashbridge's Bay for the purpose of a smelting plant, with a capacity of treating 1,400 tons of ore daily.

"It is the intention of the company to establish from time to time industries that will manufacture pig iron into various products of iron and steel. The company intend to build their own tracks to serve the works, and think it desirable that there should be a transfer track, which all roads can use in common.

"Ultimately it is expected that a force of fifteen thousand men will be employed in the works, and the company ask the city to deed them three hundred and fifty acres when a smelter of the above capacity is in running order, and would ask that a track of land be set aside to be deeded to the company when the other industries to which I have referred shall be built and in running order. Such a provision is necessary, in order that the company may have sufficient land for the purposes of expansion.

"I may say that the erection of works of this kind would very considerably increase the value of adjoining property. The company would require a shipping dock on their premises, and a slip from the waterfront to the dock. The whole of the remainder of the harbor front of the bay, which, I understand, it is intended to improve and make suitable for shipping, would be available for other purposes, and by reason of the erection of the steel plant would be an exceedingly valuable asset to the city."

In the letter no bonus is asked, and, while considerable filling in will have to be done, the city is not asked to contribute to that work. The company do not ask for any of the lake front, and only ask for a small portion of the proposed city's new eastern harbor front on the Bay.

In referring to the proposal, D. D. Mann said it was the aim of the company to follow the erection of smelter works with other works, such as steel plant, rolling mills, steel plant works, steel car buildings and kindred industries. As soon as the smelter works were in operation, the company would have about 700 tons of slag per day to be used in filling in, but the filling for the smelter works site would have to be taken in by rail and water.

The proposals made will undoubtedly be accepted by the city of Toronto, its carrying out meaning that Toronto will become the Pittsburg of Canada, plants capable of employing 15,000 men being included in the plans. The industries will supply the cars and equipment for the Canadian Northern, and pig iron for the foundries in Toronto. All manufacturing industries in Ontario should benefit by the establishment of the industry at Toronto, and the city, which has heretofore been a headquarters for light manufacturing, should become one of the largest producers of heavy goods in Canada.

Industrial Development.

The Brunswick-Balke-Collender Co. will erect a factory in Toronto, to cost $30,000.

The Standard Valve & Fitting Co., Guelph, Ont., will soon enlarge their works.

The Brandon Brewing Co.'s new warehouse at Brandon, Man., will cost $25,000.

The Canadian Portland Cement Co., Welland, Ont., are installing four rotary kilns, 150 feet long.

Geo. White & Sons, London, Ont, are considering the removal of their plant to St. Catharines, Ont.

The Lloyd, Thompson Wire Co., Toronto, have gone into liquidation, with liabilities of about $33,000.

A company manufacturing furniture will locate in New Hamburg, Ont. A loan has been granted by the town.

The Industrial Financial Co., Toronto, propose establishing a piling and engineering works at Kincardine, Ont.

The Northumberland & Durham Power Co. propose supplying power to Stirling, Ont., generated at Healey's Falls, Ont.

J. J. Murray & Co., Cayuga, Ont., will erect a gas pumping station and reservoir for the Dominion Gas Co., near Canfield, Ont. The contract price is $35,000.

The company wants a loan of $50,000 and will manufacture the Hunter Patent Interlocking Pile, having the rights for Canada.

F. W. Birks & Son, makers of Parcid roofing and waterproofs, are looking for available sites for manufacturing goods for the Canadian market.

The Standard Contracting Co., Toronto, have bought a building in that city and will instal a plant to cost $30,000 for the manufacture of machinery and tools.

An English company is said to be behind the locomotive works to be erected at Lachine, Que. The works will cost $3,000,000. The company wants a bonus of $50,000 and exemption from taxation.

The Flemming Aerial Ladder Co. have submitted a proposition to the town of Barrie, Ont., for the erection of a large plant there to cost $26,000. They want a loan of $20,000, and a fixed assessment of $5,000.

Railroad Construction.

The Grand Valley Railroad will be entirely reconstructed.

The C.P.R. have decided to extend their line to Sarnia, Ont.

The Winnipeg Street Railway Co. intend to purchase 1500 tons of steel rails.

Companies Incorporated.

Monarch Electric Co., Montreal, capital, $20,000; to manufacture electrical machinery. Incorporators, J. R. Lewis, J. W. Schlieffers and H. S. Poole, all of Montreal.

Ahern Safe Co., Montreal, capital $75,000, to manufacture and deal in locks, keys, safes, vaults and hardware pertaining to same. Incorporators, R. M. Ahern, A. Ahern and A. D. Ahern, all of Montreal.

Wm. G. Hartranft Cement Co., Montreal, capital $25,000; to manufacture and deal in Portland cement, gypsum, etc. Incorporators, G. W. MacDougall, L. Macfarlane, C. A. Pope and A. Swindlehurst, all of Montreal.

The Standard Metal Manufacturing Co., Montreal; capital, $18,000; to take over as a going concern the Standard Metal Manufacturing Co. Incorporators, F. G. Robinson, L. Seymour, H. W.

Cooper, H. S. Vipond, and F. T. Enright, all of Montreal.

Building Notes.

Building operations in the city of Hull, Que., for 1907, cost $275,000.

Building operations at Barrie, Ont., for 1907, will approximate $150,000.

New armories will be shortly erected in Calgary, Alta., at a cost of $40,000.

A new police court building will be erected at Port Arthur, Ont., to cost $11,225.

Building permits were issued in Toronto from Oct. 7 to 15, to the value of $175,000.

The corner-stone of the new school at Westmount, Que., was laid recently. The building will cost about $100,000.

C.P.R. Land Holdings.

The Canadian Pacific Railway occupies a unique position in the railroad world, in the possession of valuable assets, altogether distinct from the properties and equipment necessary for the conduct of its business. At the close of the last fiscal year there remained unsold out of the original grant of lands by the Government, 8,905,823 acres of agricultural land, besides 3,419,673 acres in British Columbia, and 2,500,000 acres, also in British Columbia, which the company is to receive through the Columbia & Western Railway. The Canadian Pacific, then, after all its profit-taking from land sales extending over 20 years, still has possession of the enormous amount of 14,825,496 acres of land free from bonded debt, which is rapidly appreciating in value.

When the Canadian Pacific was incorporated in 1881 the Dominion Government gave the promoters substantial encouragement to the extent of a land grant of more than 25,000,000 acres, in addition to a cash subsidy of $25,000,000. Other grants brought the total up to 32,000,000 acres.

This great territory, then of almost no marketable value, owing to the undeveloped condition of the country, has been rapidly opened up by the construction of the Canadian Pacific itself and the great influx of homeseekers, and the value of the land has risen correspondingly. The value of the unsold land to-day is more than twice enough to extinguish the road's entire bonded indebtedness, and it should increase steadily with the growth of Canada.

The land sales in the past year amounted to 994,840 acres, from which was realized $5,887,377, or an average of $5.92 per acre. The average was kept down by the sale of a large area under the terms of previous contracts at from $4 to $5 an acre. The average price for all lands actually sold during the year was $8.09 per acre. If lands now unsold eventually yield this figure, which is not too much to expect, the Canadian Pacific could value its remaining land at very nearly $120,000,000. This does not indicate present worth, which the Wall Street Journal recently estimated at $80,000,000, but such a sum should be realized with

the development of the land in later years.

As an additional source of income Canadian Pacific has nearly $16,000,000 due it as deferred payments on land sales, on which interest at 6 per cent. is received, or nearly $1,000,000 a year. Of the sales last year, $4,304,411 went to swell the deferred payments, while $4,832,625 was paid in on previous years' sales.

Even these figures do not fully show the Canadian Pacific's success in its real estate business. It owns almost all the stock of the Canada Northwest Land Company, on whose shares of $25 a dividend of $12.50 is paid, making the market price of the shares about $500. This company is engaged in redeeming its stock, and will eventually go into voluntary liquidation to divide its profits among the remaining owners. The Canadian Pacific has been paying a bonus on its common stock of 1 per cent. above the regular 6 per cent. dividend, applying about $1,216,000 of its land profits in this manner.

COST OF A SMALL STEEL FURNACE.

The increasing inroads which cast-steel is making in the business of the manufacture of light gray iron castings have caused some founders to install a small steel furnace, running 5 or 6 tons per day, and they have found, in the main, that it was a profitable investment.

A 5-ton furnace, basic lined, erected in an active iron foundry, would cost about $6,000, and allowing $4,000 for special bottom, pouring ladles, oil storage tanks, burners, etc., the total would be $10,000, exclusive of buildings. It would be capable of producing three heats daily and would yield 12¾ tons of castings at the rate of 15 per cent. in melting loss, gates, heads, skulls and defective castings, an average yield in a well ordered plant. Producing such tonnage steadily should show good profits. The single furnace, however, has the disadvantage of going out of commission for repairs. It should turn out 400 heats before a general overhauling, or say a run of 133 working days. Assuming that the furnace was only productive nine months of a year at 25 working days per month, there would then be 225 days yielding a total output of 2,868¾ tons of product. Allowing an average profit of one-half cent per pound, there would be a gross profit of $28,687.50 annually.

But losses will arise in spite of best intention and not to make the venture look too roseate the setbacks will be considered which might be caused by breakdowns, strikes, or errors on practice. These conditions might reduce the good castings to one-half of the metal charged, so that 7½ tons were the output. With the same productive period of 225 days per year, and with a decided shrinkage, because of losses, between manufacturing costs and selling prices so that the gross profit was only one-eighth cent per pound, the tonnage per year would be 1,687½ tons, and the returns therefrom $4,218.75. Out of this, 25 per cent. can be deducted for interest on the investment, depreciation, etc., there would remain a net profit of $3,164.07, which is equivalent to 31.6 per cent. on the original $10,000.

KILLED BY FURNACE REGISTER.

The death of Miss Grace Dillon, of Champaign, Ill., has baffled the electrical experts, who can find no logical reason for it. Miss Dillon had hold of a long drop cord, grasping the electric light bulb between thumb and first finger. As she walked about her room she stepped upon a galvanized iron radiator which connected by iron pipes to the furnace, and was almost instantly electrocuted. Her fingers were burned to the bone, but where the current left her foot, passing through a tack in her shoe, it made only a slight black mark. The point of the tack had worn through the skin of her great toe, thus lessening, to a large extent, the resistance of her body.

Electrical experts who examined the house wiring, declare that there was absolutely no evidence to indicate the presence of any high potential current other than the ordinary 110-volt circuit and are completely at a loss to understand how the death occurred. This accident is due to the fact that electric bulb sockets do not completely cover the lamp's metallic end, a condition which all electricians complain about. The coroner's jury exonerated the lighting company. Its electrical engineer, G. W. Caldwell, says: "I believe the underwriters should require that all sockets be long enough to cover the bases of all lamps. They now require that the bases of the lamps be short, but even with this I have not seen one that was so thoroughly covered that you could not touch the live parts."

IMPROVED CARTRIDGE.

The object of an invention by C. N. Dilatush, Hagerman, Idaho, is to provide a cartridge arranged to increase the penetrating power and carrying capacity of the shot. By using a loose filling material between the wads the slightest crevices on the side of the shell or casing are completely filled and hence a tight joint is produced.

WRENCH.

An improved wrench has been patented by C. Beauchene, Lake Linden, Mich. The new wrench is simple and durable in construction and arranged to permit of conveniently and quickly adjusting the movable jaw for gripping nuts, pipes, and other articles of different sizes, to securely lock the jaw in position on the stock after the adjustment is made, and to relieve the locking device of undue strain.

The man who insists on calling a spade a spade leaves a lot of raw spots on those with whom he comes in contact.

Consolidated Plate Glass Company of Canada Limited

Glazing Glass of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

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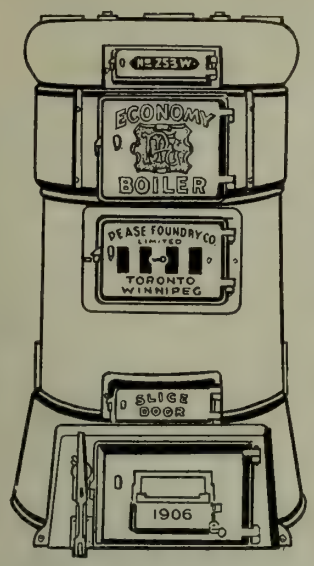

Autumn Boiler Jobs

THESE are the days when the unexpected customer hurries in and "wants an estimate on a hot water heating job to-day."

You are hurried and worried with the usual rush of other Fall business and naturally this unexpected customer's needs present these problems :

1st. To secure the contract as quickly as possible.

You can sell him a Pease Economy Boiler quicker and easier than any other kind. You don't have to say it is "just like" or "just as good as" some other kind. On the contrary, you tell him it is different from all other Boilers and in a few words you can show him how it differs and wherein it excels.

2nd. Having quickly secured the contract, you want the Boiler at once and at the right price.

The Pease Company can ship any standard size of Economy Water Boiler within twenty-four hours after an order is received and guarantee lowest market prices.

3rd. Having received the Boiler, you are anxious to economize on labor charges.

The iron-to-iron joints on Pease Economy Boilers are so perfect and so simple that they fit together as easily and perfectly as the finest watch case.

Information free.

Pease Foundry Co., Ltd., Toronto

Pease-Waldon Co., Ltd., Winnipeg

BEST ELBOWS

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CONDUCTOR PURPOSES

BEAR
TRADE MARK

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PLAIN ROUND.
CORRUGATED.

For Sale by the TRADE in Canada. Write for catalogue and samples to

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News of the Paint Trade

DISASTROUS FIRE AT WINNIPEG

R. W. Paterson, manager of the Winnipeg Paint & Glass Co., considers that the firm will lose about $50,000 in their fire last week. The building cannot be replaced for less than about $75,000, and it is estimated that the stock was worth about $200,000. The building was insured for about $30,000, and the stock for about 90 per cent. of its value. This stock consisted of paints, glass, mantels, burlaps and oils, with the heaviest loss falling on the glass. The two top flats were devoted entirely to glass and contained a great deal of the most expensive ornamental work, which, of course, was totally destroyed. Fortunately, all the company's stock was not in the building, so that they are still in a position to continue business without interruption.

The sash and door factories, where all their woodwork is done for their extensive building operations, are situated in Fort Rouge; then there is a large warehouse with a large stock of glass at the foot of Notre Dame, and besides, a great deal of extra stock of glass, etc., outside of the building destroyed by fire. This all remains impact and is a basis from which orders can be filled. There is also a wholesale branch at Calgary, where quite a large stock is carried.

The paint department will be located temporarily at their warehouse at 29 Notre Dame street, and the general offices removed to the factories at Fort Rouge.

The Winnipeg Paint and Glass Company is one of the best known business houses in the west. It was organized on its present basis in 1902; before that time a retail business being carried on under Messrs. Carr & McDiarmid. In 1902 a joint stock company was formed, with Ed. Carr, president; Jas. McDiarmid and John Carr, vice-presidents, and R. W. Paterson, secretary-treasurer and business manager. The company was capitalized at $500,000, with $395,000 paid up.

The burned building was erected in the winter of 1903-4 and has a solid stone front, two complete storeys of solid stone, and the remainder brick.

GRAPHITE AS A BASE FOR PAINT.

The use of graphite as a paint material is increasing, and the material undoubtedly possesses properties of considerable merit for this purpose. Mixed with oil it has practically no chemical action on the vehicle, and when the oil is properly treated in the preparation of the paint it is impossible to produce a mixture which has the property of adhering very tenaciously to metallic surfaces. Graphite, further, is unacted upon both by acid and alkali. It is well to bear in mind, however, that the quality of graphite varies enormously in different parcels. Some grades of graphite are practically useless as paint pigments, while others are all that can be desired in this respect. Paints made from a graphite base are remarkable for their great spreading power, and the suggestion is thrown out that there is a field for the increase of these materials as a base for protective preparations, although blending with other pigments may sometimes be desirable.

HAVEN'T

you felt instinctively that sometimes you did not have the proper varnish to sell a customer for a certain purpose?

Yet you took a chance, and made the sale with what you had, and now you wonder why that customer trades with your opposition across the street.

Varnish may be a small part of your aggregate business, but as a rule most people want it good, and if you will have the best for particular people, **STOCK ELASTILITE.**

It is always safe to recommend for either outside or inside. Great Body, Brilliant Gloss and very Durable.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stock at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE ***GUARANTEED*** WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre —none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

How to Increase Your Paint Trade!

First look carefully over your stock and see if you have any

NEW ERA PAINT

If your paint trade isn't very brisk, it's ten to one you have no New Era brand in stock. Then, send us an order for a shipment of New Era Paint, and watch your paint trade grow, as customer after customer finds out its sterling merit.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

Are You Ashamed of Yourself

for handling old floor paints which are always rubbing off because they are never really dry?

They Stick to the Shoe Soles at Every Step

The floors thus painted cannot be scrubbed to look really clean, but every scrubbing wears off some paint.

There is another kind that you will be proud of:

JAMIESON'S Floor Enamels

are the best selling lines in the trade. They have none of the drawbacks of the ordinary paints. They dry quickly and leave a finish that cannot be rubbed off by frequent scrubbings. Besides, being of a smooth surface, they are very easily cleaned with a mop. They save labor and annoyance from the moment they are put on the floor, and they never STICK.

R. C. JAMIESON & CO.
LIMITED
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FOR
Window Glass, Paints, Oils, Fine Varnishes

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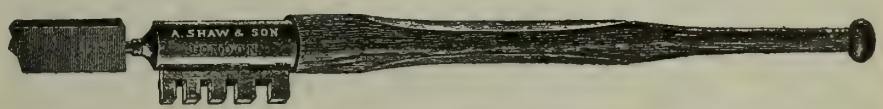
Toronto, Canada



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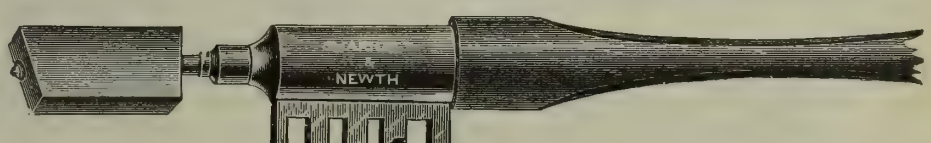
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent

Paint and Oil Markets

TORONTO.

Toronto, Oct. 17.—A fair autumn business is being transacted in paints and oils, but it is noticeable that retailers in the west and throughout this Province are not stocking up in the various commodities to the same extent as they were at this time last fall. By the middle of October, last year, prices had fallen to such an extent that retailers did not hesitate to stock up heavily in many lines in anticipation of higher prices which they felt would arrive, and which actually did arrive, before spring. This fall there is no such stimulus to buying, and conditions are exactly reversed. Prices are comparatively high now, and many retailers feel that lower prices may be expected before spring. This feeling, together with the tightness of the money markets, has brought about much retrenchment in buying, and—even granting that the consumptive demand has not decreased—jobbers frankly admit that October trade will not equal the amount of business put through during the same month last year.

Linsseed Oil—Baden oil has been advanced 1c per gallon, in sympathy with the advances in Great Britain, and also advanced price of flaxseed, but, as this advance only places the retail price at the cost of import, it would not be surprising if there should be another advance in the near future. We now quote: Raw, 1 to 3 barrels, 65c; 4 barrels and over, 64c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, thirty days.

Turpentine—Locally the demand for turpentine is not very strong, but there is less price cutting going on among jobbers than there was last week. The Savannah market is said to be firm, with the supplies arriving in that market being reduced from week to week. There is no change in the local price. We quote: Single barrels, 76c; two barrels and upwards, 75c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms, 2 per cent., 30 days.

White Lead—In face of the firm tone which has characterized the English pig lead markets for some weeks, it is a rather peculiar fact that white lead prices here should have been slightly shaded during the week. The only explanation that can be given is that the money stringency has caused some sellers to underbid the market in order to convert a portion of their stocks into ready cash. White lead is now quoted locally as follows: Genuine pure white lead, $7.65 to $7.40, and No. 1, $7.15.

Red Lead—Prices continue very firm locally in sympathy with the firmness which characterizes the English dry lead and pig lead markets. There is a good autumn demand. We quote: Genuine, in casks of 500 lbs., $6.25; ditto, in kegs, of 100 lbs., $6.75; No. 1 casks of 500 lbs., $6; ditto, in kegs of 100 lbs., $6.50.

Glass and Putty—The demand for glass is very strong and many repeat orders have arrived during the week. Putty is moving out very fast, and supplies are quite adequate for present needs. Both glass and putty prices remain unchanged.

Shellac—A satisfactory autumn demand exists, with prices firm, as follows: Pure orange, in barrels, $2.70; white, $2.82½ per barrel; No. 1 (orange), $2.50.

Petroleum—Jobbers are now in the midst of the fall rush, and splendid orders are pouring in daily. Strictly, Toronto prices have been advanced ½c and are now quoted as follows: Prime white, 14c; water white; 15½c; Pratt's astral, 18½c.

For additional prices see current market quotations at the back of the paper.

MONTREAL.

Montreal, Oct. 18.—There has been a decided improvement in the volume and number of shipments during the past week, and, in the larger centres, especially, orders have been not only numerous, but also of considerable size. There is a tendency, however, to exercise great caution and all orders appear to have been carefully scrutinized. An improvement in transportation matters is reported generally.

Linseed Oil—Is very much firmer in the Old Country, and local crushers are naturally not slow to enhance their quotations. For ordinary lots an advance of 1 cent per gallon is reported. We now quote: Raw, 1 to 4 barrels, 62c; 5 to 9, 61c; boiled, 1 to 4 barrels, 65c; 5 to 9, 64c.

Turpentine—Is extremely sluggish and the low figures now prevailing do not seem to stimulate the demand. Prices, however, are firm and it is thought that higher figures are in sight. We note no change in present quotations: Single barrels, 74c; wood distilled turpentine, pure, 68c.

Ground White Lead—Movement in this line is fairly large, but stocks are ample and no change in local quotations is noted. We continue to quote: Government standard, $7.25; No. 1, $7; No. 2, $6.75; No. 3, $6.35.

Red Lead—A better enquiry for this exists, and the local market is extremely firm. Prices are unchanged: Genuine red lead, in casks, $6.25; in 100-lb. kegs, $6.50; in less quantities at $7.25 per 100 lbs. No. 1 red lead, casks, $6; kegs, $6.25, and smaller quantities, $7.

Dry White Zinc—Is responding to the demand for fine decorative work and fair shipments are reported. Prices firm: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—Is coming more to the front, and some grind-

B.B.

GENUINE WHITE LEAD

is the ONLY kind for your Customers.

B.B.

GENUINE WHITE LEAD

is the ONLY kind they want if they know the difference in white leads.

B.B.

GENUINE WHITE LEAD

is the ONLY white lead used in

ENGLISH LIQUID HOUSE PAINTS

BRANDRAM-HENDERSON, LIMITED

MONTREAL HALIFAX
ST. JOHN WINNIPEG

MARSHALL-WELLS CO., Distributors for Western Canada

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
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Heavy 26 oz. 32 oz. Glass and Glass of all kinds.

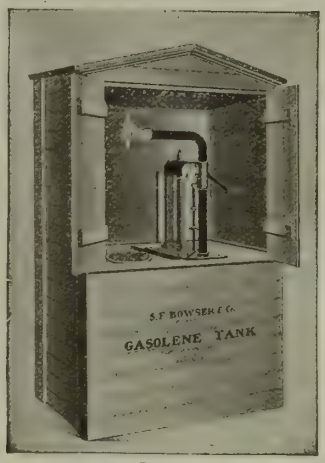
LET US QUOTE

A. RAMSAY & SON COMPANY

Glass Dealers — MONTREAL — 10 to 22 Inspector St.

RETAILING GASOLENE WITH PROFIT

is only possible when a Bowser Gasolene Tank is used—any other method means a loss—



Cut 10
OUT-DOOR CABINET

And that's just the reason nine out of ten grocers will tell you they would rather not sell gasolene and only do so because customers demand it.

The reason the tenth man isn't kicking is because he has a Bowser and so makes a profit on every gallon sold.

A Bowser Gasolene Tank is leak, evaporation and waste proof—draws and measures ten gallons of gasolene in less time than one gallon takes with the old style tank. With it, you can sell all the gasolene you buy with the least possible amount of labor. That's why the Bowser insures profit from the sale of gasolene.

How this is accomplished is shown in Gasolene Catalog V

S. F. BOWSER & CO., LIMITED

66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one write us for our liberal exchange offer."

329 for the Price of 1

Last month three hundred and twenty-nine magazines and periodicals reached the Editorial Department of the BUSY MAN'S MAGAZINE. Each of these was carefully ransacked by a competent editorial staff, and the most **interesting, live, up-to-date** articles selected and reproduced in the

BUSY MAN'S MAGAZINE

Think of the value of this single number of the BUSY MAN'S to you—containing as it does the cream of the world's periodical press.

You will not have to turn over a dozen pages to get one that interests you. Every article is interesting, selected as it was from a leading magazine because it was the best in that publication.

Yet this many-in-one magazine is only $2 per year.

We have a special offer which will interest you.

Write us to-day. A post card will do.

THE BUSY MAN'S MAGAZINE
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McArthur, Corneille & Co.

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Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

ers report a good turnover. Prices are firm and steady: Pure, 8½c; No. 1, 7½; No. 2, 5½c.

Gum Shellac—This is quiet without any special features. We continue to quote: Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c per lb.

Shellac Varnish—There is a good, lively call, and this is likely to continue thus for the balance of the season. Prices are steady: Pure white bleached shellac, $2.80; pure orange, $2.60; No. 1 orange, $2.40.

Putty—There is some slight shading in quotations, but prices on well-established brands remain extremely firm, as enquiries have been very strong: Pure linseed oil, $1.85 in bulk; in barrels, $1; in 25-lb. irons, $1.90; in tins, $2; bladder putty, in barrels, $1.85.

LOCKED DOOR FOR 30 YEARS.

An auction as novel as any ever seen in New England was held in Colebrook, Conn., Sept. 10, when ex-Sheriff C. C. Middlebrooks sold under the hammer the contents of a store kept thirty years ago by John S. Wheeler. The store has been locked up for the entire thirty years, and Mrs. Wheeler, its owner, who, until his death last spring, lived at Waterbury, Conn., refused to let anybody touch the stock or even go inside the store.

The story of Mr. Wheeler and the country store he kept locked up all these long years is one which well illustrates the eccentricity of the man. He was accustomed to stay in the store until late at night, and before locking up he had to make several trips to the cellar, descending through a trap door in the floor. He had just started down the stairs one night after his customers had all left, when he was struck on the head. He wheeled about and saw two men, evidently burglars.

The storekeeper was a small man, but a plucky one, and he grappled with the men. But they overpowered him and threw him down the cellar stairs with such force that he lay unconscious an hour or two. When he came to, he ascended the stairs and found his money all gone from the till and goods from the shelves.

Mr. Wheeler was a man of impulse. He was too well off to be discouraged at a small loss, but he was either so incensed and humiliated at the rough handling he had been subjected to or so tired of storekeeping, on general principles, that when he left the store and locked it up that night, it was for the last time. He never went near the place again, nor would he allow anyone else to set foot over the threshold.

The cigars dried up, the extracts underwent all sorts of chemical changes. A barrel of peanuts found in the corner is one of the things to be disposed of at the auction. The purchaser will have to take a chance on getting peanuts or just shells.

All the goods were purchased at war time prices, and that is why the storekeeper refused to sell. Rather than dispose of them at a sacrifice, he chose to let them stay on the shelves all these long years. There are old-fashioned boots and shoes in stock for which Auctioneer Middlebrooks will try to get bids, as well as hose, thread, dress goods, hair oil, bustles, dried lemons, barrels of crackers, fancy cheeses as good as ever, and anything else that one might expect to find in a country store in the old days.

CHALK IN PAINTS.

In reply to an inquiry as to the use of chalk in paints, the Oil and Color Trades Journal says: Chalk is, of course, used as an ordinary ingredient of paints for ships, and of other kinds of paints up to as much as 50 per cent. of dry, solid matter. We never heard of an invisible pure chalk paint, though if it could be laid on thick enough to hide the under surface it might be invisible, but we do not think it has enough body without something to tint it. It could, of course, be used in an emergency as a sort of whitewash, or possibly rubbed dry on to the iron or applied as blacklead is to a grate. In oil it would be so transparent as not to hide the under surface.

DURABLE CLEVIS.

An improved clevis has been invented by M. H. Browning, Perry, Ill. In this clevis the pin may be held from turning in the yoke, so that all wear, instead of coming upon the metal, as would occur if the clevis turned on the pin, will come on the wood through which the pin passes. This is important, as iron against wood is durable, while iron against iron will soon wear out. The inventor avoids all friction of iron on iron by making the clevis so the pin cannot turn in the yoke with the motion of the evener.

KEY GUARD AND STOP.

The purpose of an invention by H. M. Benidict, Cincinnati, Ohio, is to provide a guide and stop which will quickly and surely direct a key to the hole when brought into contact with the device at night or day and even when the key-hole is not visible. The device may be so constructed as to be independent of the casing so as to accommodate the device to the hole of any lock in position upon a door.

ROOFING TONGS.

F. C. McCusker, Philadelphia, Pa., has invented improved tongs for use in bending or forming the seaming lips used in making the seams. The adjustment gauge plate can be set on the lower jaw of tongs so as to form a seaming lip of any desired width. Tinners employ several tongs each designed for forming the lip of a corresponding width. By these tongs the gauge plate can be set to form a lip of any suitable width and the plate can be adjusted quickly to position when required.

PAINT COMPANY LIMITED
CANADA
THE Makers of Coach Colors and Varnishes

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

TRY OUR

"Phasantite"

An ideal water Paint for walls and ceilings. In White and twenty eight different colors.

We supply it in 5 lb. Cardboard boxes and Kegs of 125 lbs.

This article is unequalled for both inside and outside work. A 5 lb. box will cover 450 square ft.

A trial will prove to you it is the finest article on the market for the purpose.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA NEW YORK CHICAGO

BOSTON SAN FRANCISCO

The Top Notch of Excellence

is attained in

MARTIN-SENOUR HOUSE PAINT

it is **100% Pure** and is made only of pure carbonate of lead, oxide of zinc and linseed oil

ACCURATELY PROPORTIONED

by expert paint makers, and ground and reground, and thoroughly mixed by the most modern machinery, producing the best mixed house paint, and the most secure foundation for a successful paint trade in any locality.

We have a splendid line of advertising matter for store and mailing purposes—**advertising matter that helps to move the goods from your shelves**—it's trade-getting.

You will find a **Martin-Senour Paint Exclusive Agency a money-maker.** Write now for full particulars. We will cheerfully comply.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

Paint Makers, Montreal and Chicago

The Winnipeg Paint and Glass Co., Ltd., Winnipeg

The Maritime Paint and Varnish Co., Ltd., Halifax, N.S.

WE Claim to give **all round** satisfaction to you and **your** customers.
BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET, ASK FOR THE BRAND.

Our Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 18, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 13½
Hallett's	0 13

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Sta Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot.......... ...	15 00	15 50
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz......		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base..............		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

No 10 gauge	2 70	2 70
12 gauge.....................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16.-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 guage, American	3 85
26 " "	4 10
28 " "	4 55
10¾ oz.	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	23 50
Middlesboro, No. 3 pig iron..	20 50	22 00
Summerlee, " ..	25 50	25 50
" special " .	24 50	....
" soft " ..	24 00	....
Carron...	25 50	....
Carron Special	24 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1		25 50
Midland, Londonderry and Hamilton		24 00
Radnor, charcoal iron........	30 00	32 00
Lowmoor iron......................		6 50
Angles		2 65
Common bar, per 100 lb......	2 20	2 30
Forged iron "	2 45	..
Refined " "	2 60	2 80
Horseshoe iron "	2 60	2 80
Band iron, No. 10 x ⅝ in.		2 30
Sleigh shoe steel "	2 25	2 30
Iron finish steel		2 30
Reeled machinery steel		3 00
Tire steel	2 40	2 50
Sheet cast steel......		0 12
Mining cast steel....		0 08
Warranted cast steel		0 14
Annealed cast steel....		0 15
High speed	0 60	0 65
B.P.L. tool steel	10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $38 00 $39 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 7 50

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	5 35	5 50
Bar, "	5 75	6 00
Sheets, 2½ lb. sq. ft., by roll ..	6 75	6 50
Sheets, 3 to 6 lb. "	6 50	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 50	7 75
Part casks....................	7 75	8 00

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic	6 50	6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12½	0 12
Light copper..............	0 11½	0 10
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08½
Light brass................	0 06	0 06
Tea lead	0 03½	0 03¾
Heavy lead................	0 03¾	0 04
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	11 50
" 2 " "	6 00	6 00
Machinery cast scrap ...	17 00	16 00
Stove plate................	12 00	11 50
Malleable and steel	9 00	10 00
Old rubbers	0 10½	0 10
Country mixed rags, 100 lbs.	1 00	1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 35	¼ inch........	3 20
⅜ "	2 35	⅜ "	3 20
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ " 7 65 to	9 25	1¼ " 9 90 to	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 75	3 "	34 00
3½ "	34 25	3½ "	42 75
4 "	39 00	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 60 and 10 to 70 per cent.
7 and 8-in. pipe, 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 5 00

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping........................	0 22	0 23

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead..........................	0 08
Lump olive..........	0 01¾

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 55
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 55
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
P. D Dods & Co's "Island City"	1 25
Sanderson Pearcy's pure	1 20
Robertson's pure paints	1 20

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 65
Fine orange	2 60
Medium orange	2 55

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 13
Pratt's astral "	0 18½
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls	0 21 0 23½
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 75
Linseed Oil, raw	0 61 0 63
" " boiled	0 64 0 66

WHITE LEAD GROUND IN OIL. Per 100 lbs

Canadian pure	7 15
No. 1 Canadian	6 80
Munro's Select Flake White	7 65
Elephant and Decorators' Pure	7 65
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 40
Robertson's O.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt.	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish ½ pints $3 per gross.
Beeswax per lb., 4 cent.
Pine tar, half pint tins, 8 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt, per ton	60 00
Heavy Straw Sheathing, per ton	40 00
Dry Surprise	0 45
Dry Sheathing, per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels, per gal.	0 17
Roof " small packages "	0 25
Refined Tar, per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels, per gal.	0 15
Roofing Pitch, per 100 lb.	0 80 0 90
Slater's felt, per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10 2 10
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
"Iron Clad" paper	2 15
" wood	2 2
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 0 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1 000.

Blue metallic, 9"x4 "x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
" " 5-in., "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Cratch hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5. $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 10 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 50 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought hooks and staples—

¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00

White door knobs, per doz. 2 00
Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball peen, per lb.		0 22 0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' ... per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae ... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian ... per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ... per doz.	2 00	5 00

Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation ... per doz.	5 00	9 00
Berg's wire fencing	1 72	5 50

PUNCHES.

Saddler's ... per doz.	1 00	1 85
Conductor's ... "	3 00	15 00
Tinners', solid ... per set	....	0 72
" hollow ... per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ... per foot	0 35	0 55
Hack, complete ... each	0 75	2 75
" frame only ... each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $1[illegible].25; panel, 18 in., $8.25; 20 in., $[illegible]; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets. "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ... per doz.	0 65	1 00
North Bros., No. 30 .. per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin ... per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's ... each	0 90	2 85
" steel ... each	0 80	8 00
Berg's, each	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 45 and 50 per cent.

American, farm bells, each ..	1 35	3 00

BULL RINGS.

Copper, $2.00 for 2⅛-inch

CATTLE LEADERS.

Nos. 32 and 33 ... per gross	7 50	8 50

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in (100 ft)	....	3 25
" " 1½ x 3-16 in (100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch ... per gross	....	9 00
" " ½ " ... "	....	10 00
" " ⅝ " ... "	....	12 00
Leather, 1-inch ... per doz.	....	4 00
Leather, 1¼ " ... "	....	5 20
Web ... "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter ... per doz.	4 00	4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch	$2 30
9-inch wheel, 12-inch	2 85
" " 14 "	3 (C
" " 16 "	3 12½
High wheel, 12 "	4 05
" " 14 "	4 50
" " 16 "	4 75

SCYTHES.

Per doz. net	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50

Saw Vise	4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	50
Machine Bolts, ⅜ and less	60 and 10
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 10
Blank Bolts	55
Bolt Ends	55
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per cent. off
Nuts, hexagon, all sizes, 4¼c. per cent. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.
"C" brand, 57½ per cent. off list.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5 60; Special countersunk steel No. 0 to 4, $6.85 pkg; toe-weight, all sizes, $6.85. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks—Standard No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Blunt No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d	4 00	3 [illegible]5
3d	3 15	3 25
4 and 5d	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 15 p.c.
Copper Burrs only, net list.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood ... per doz.	3 25	4 00
" iron ... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 [illegible]
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
sbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.......per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz 3 00 15
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright .... 2 80 Galvanized 32

HAY WIRE IN COILS.

No 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3 15—No. 14, $4.00—No 15, $4.35 —No. 16, $4.35 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb 2 95
Galvanized, plain twist 3 30
Galvanized barb, f.o.b. Cleveland, $2.70 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops		1 25
"900" mops		1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.......per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz. 9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross	...	7 80
" " "	....	9 60

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet.......per doz.		0 65
" " 60 feet....... "		0 80
" " 72 feet....... "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09
550 " " manilla	0 10
600 " " "	0 12
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	26 00

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Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd., Toronto.
Forsyth Mfg. Co., Buffalo N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans
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Builders' Tools and Supplies.
Caverhill, Learmont & Co., Montreal
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Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
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Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

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Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Burman & Son, Birmingham, Eng.

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Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
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Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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Phillips, Geo., & Co., Montreal.

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Birkett, Thos., & Son Co., Ottawa.
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Dorken Bros. & Co., Montreal.
Frothingham & Workman Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
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Phillips, Geo. & Co., Montreal.
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Electric Fixtures.
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Enameled Ware
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Eavetroughs
McClary's, London, Ont.
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Owen Sound Wire Fence Co., Owen Sound.
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Enterprise Mfg. Co., Akron, Ohio

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Enterprise Mfg. Co., Philadelphia, Pa.
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Dominion Wire Mfg. Co., Montreal.
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Glass Ornamental
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Glaziers' Diamonds.
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Harvest Tools.
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Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horse Blankets.
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Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
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Cluff, R. J., & Co. Toronto.
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Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
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Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Iron Pipe.
Montreal Rolling Mills, Montreal.

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Lawn Mowers.
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Ledgers—Loose Leaf.
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Crain, Rolla L., Co., Ottawa.
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National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
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Manufacturers' Agents.
Fox, C. H., Vancouver.
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Metals.
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Frothingham & Workman, Montreal.
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Leslie, A. C., & Co., Montreal.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

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Dominion Wire Mfg. Co., Montreal.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
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Blanchite Process Paint Co., Toronto.
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Consolidated Plate Glass Co., Toronto.
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Perforated Sheet Metals.
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Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
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Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co, London, Ont.

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McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers
Connor, J. H., & Son, Ottawa, Ont.

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GREAT WESTERN
J. B. SMITH

Nicholson Co.

Dominion Works, Port Hope, Ont.

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¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

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Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

When a man asks for a pump, he means he wants the best, and of course everyone knows that

McDougall Pumps Are Standard Pumps

Do not disappoint your customers, because a second hand pump on your hands is about as good a stock as a last year's bird's nest.

Remember, here it is Quality first, with price to suit.

A lot of reading matter for the asking.

The R. McDougall Co., Limited

CALT, - CANADA

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

AEOLIAN VENTILATORS

They have been tried all over Canada, and have never failed to give complete satisfaction.

Montreal, June 15th, 1903

Messrs. J. W. Harris Co., Limited, Montreal.

Dear Sirs,

In answer to your request, we take very much pleasure in saying that we have your system of ventilation installed in our Church for several years and it has given us entire satisfaction.

Fre. MARIE RAYMOND, O.F.M.

Write us for terms.

THE J. W. HARRIS COMPANY, LIMITED

Contractors ***Montreal***

THE AEOLIAN VENTILATOR

(Can be supplied in copper, if so desired.)

ROBERTSON'S SOLDERS

Bar-King, Strictly Merchant's, Wire (any gauge) Triangular, Oval, Plumbers' and Canners' Solders, Electricians' Solder

ARE STANDARD

Ask Quotations

The James Robertson Co., Limited

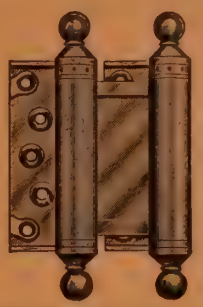
144 William St., MONTREAL, QUE.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

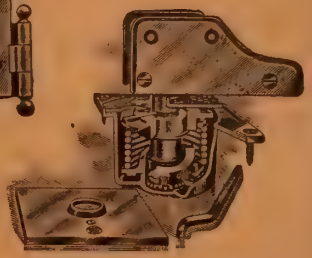
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

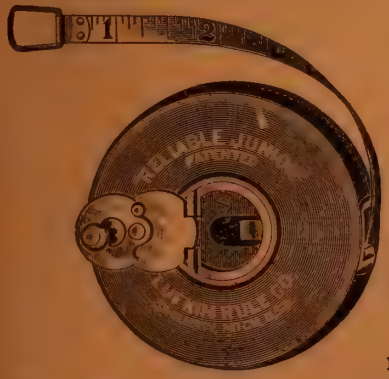
CATALOGUES ON REQUEST

Every Dealer Should Sell Walker Corkscrews

Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

We can quote from stock or arriving by late fall steamers via the St. Lawrence.

"F. B. & W." Highest Quality English

Dry White Lead

Red Lead

Orange Mineral

Litharge

"V.M." Brand Zinc Oxides

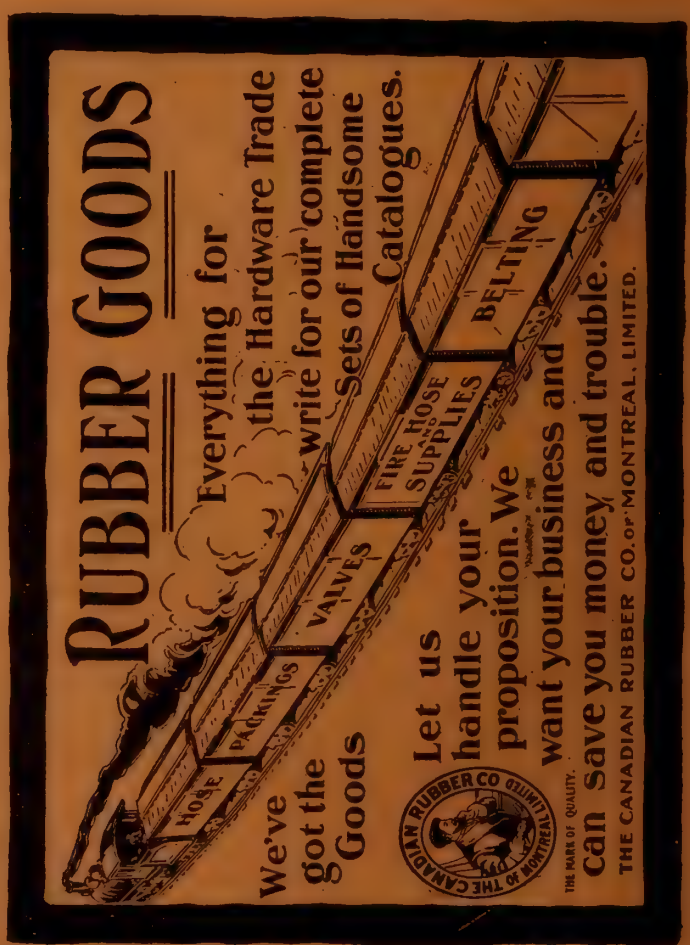
Nitrate of Lead

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, OCTOBER 26, 1907 NO. 43.

"QUEEN'S HEAD" SHEETS

BLACK GALVANIZED

The highest grade on the market

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL Managers, Canadian Branch.

POCKET KNIVES

H. BOKER & COS IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

"Sovereign" Profits

are the surest thing in the retail hardware trade. The efficiency of

"Sovereign" Radiators

is so apparent to everyone who is fortunate to use them, that their fame spreads abroad and provides orders for the dealer. The connection of a "Sovereign" Radiator with the feed pipe is larger than that of any other radiator. Why not enquire about them? Write for booklet!

TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, ONT.

TORONTO—1088 King Street West.

MONTREAL—122 Craig Street West.

WINNIPEG—The Vulcan Iron Works, Limited.

ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St.

QUEBEC, QUE.—The Mechanics Supply Company

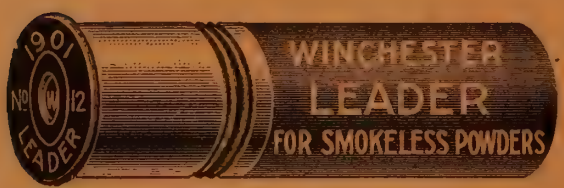
VANCOUVER, B.C.—Boyd, Burns & Company

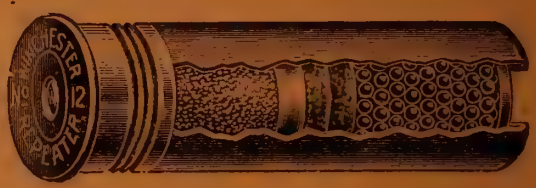
Read "Want Ads." on Page 49

GUNS AND RIFLES

1907 MODEL

Winchester, Savage and Marline Rifles
Clabrough & Johnston, Greemers, W. & C. Scott Guns





Largest and Best Assorted Stock of Cartridges in Canada

GUN CASES

BOOTS

Everything that Sportsman and Hunter can Require

COATS

RICE LEWIS & SON

LIMITED

TORONTO.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer Black Sheets,
Wellsville Polish Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New Method Processes.

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

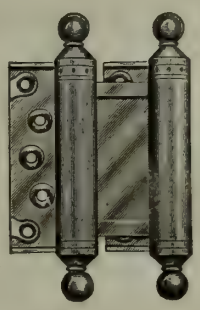
MONTREAL, CANADA

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

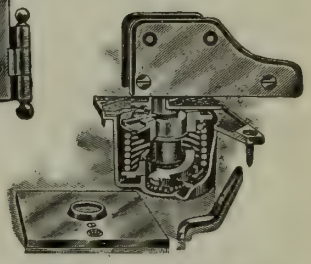
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS

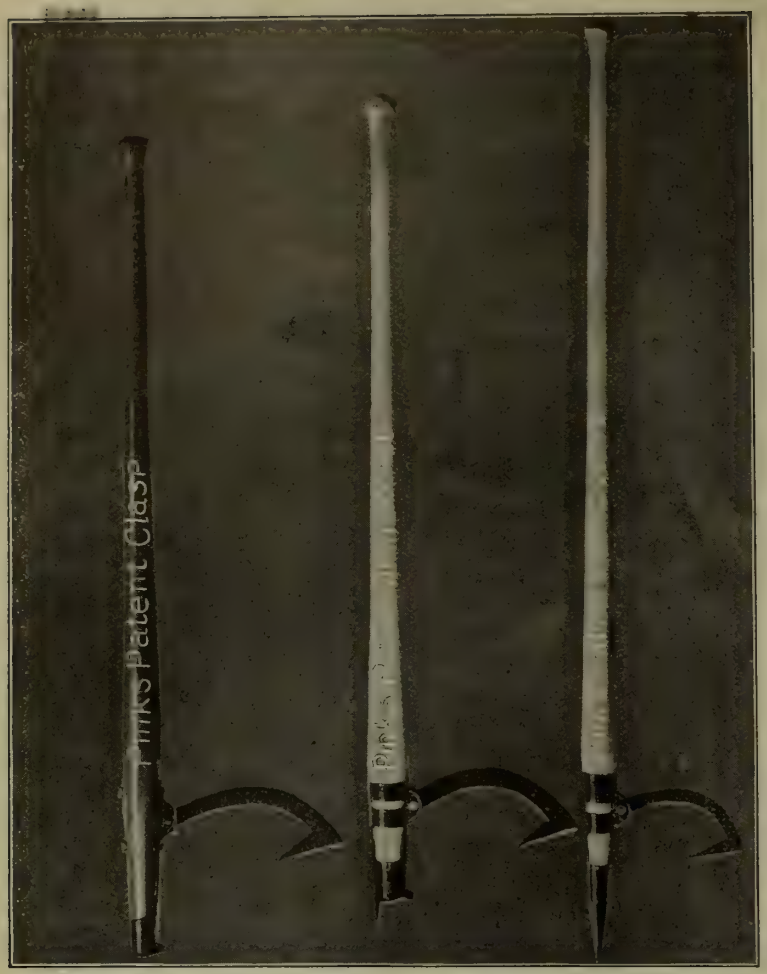
ICE CREAM FREEZERS THAT SELL

Send for Catalog.

THEY ARE	THEY EXCEL IN
Well Advertised	Easy Running
In Demand	Quick Freezing
Easily Sold	Economy
Satisfactory in Use	Convenience
Of Known Reputation	Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

Pig Iron

"JARROW" and "GLENGARNOCK."

Agents for Canada,

M. & L. Samuel, Benjamin & Co.

TORONTO

It is never too early to order High Grade Holiday Goods if you expect what you want at the right time.

WISS
HOLIDAY GOODS

Wiss Shears and Scissors make ideal gifts combining utility, beauty and permanence.

Wiss Shears are so far superior to the common sort that they are a delightful revelation to every woman using them for the first or the hundredth time. They keep their sharpness and adjustment and are almost unbreakable.

Our Shears and Scissors are made into beautiful and practical sets, priced to suit any purse — sets to retail for $1.25 to $9.00. Some are packed in neat jewelry boxes, shears and scissors resting on rich silk cushions. Others are placed in pretty leather holders, others in handsome leather and velvet boxes. All high quality aud durable.

Send for description and prices of our big holiday line. Now is the time to place your order and be absolutely sure of securing the goods in season—they are big sellers and give you substantial profit.

If you don't handle the Wiss Shears, make this an opportunity to inspect their superior quality and exceptional selling value, and at the same time secure a Holiday line which will beautify your cutlery display.

Gifts that are ever before you will keep alive the pleasant memories of friendship the longest.

SEND A POSTAL AT ONCE TO

LEWIS BROS., LIMITED

EXCLUSIVE CANADIAN DISTRIBUTORS

OTTAWA
TORONTO

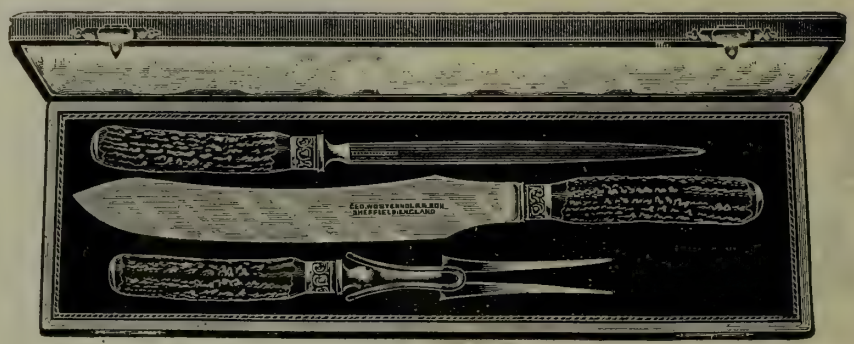
Montreal

WINNIPEG

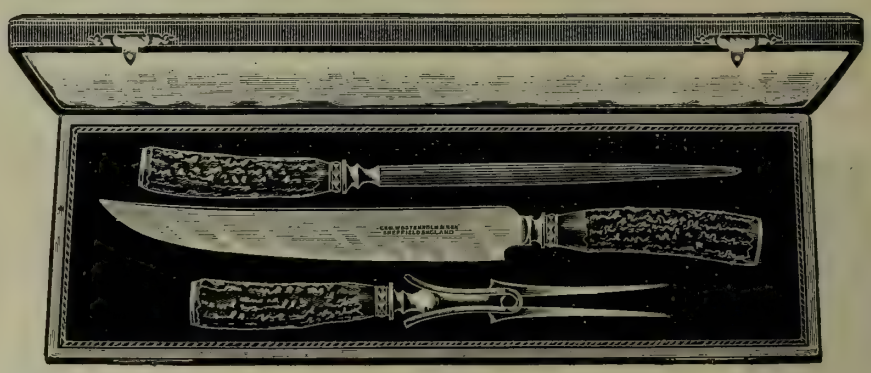
VANCOUVER
CALGARY

READ THIS ADVERTISEMENT OVER AGAIN

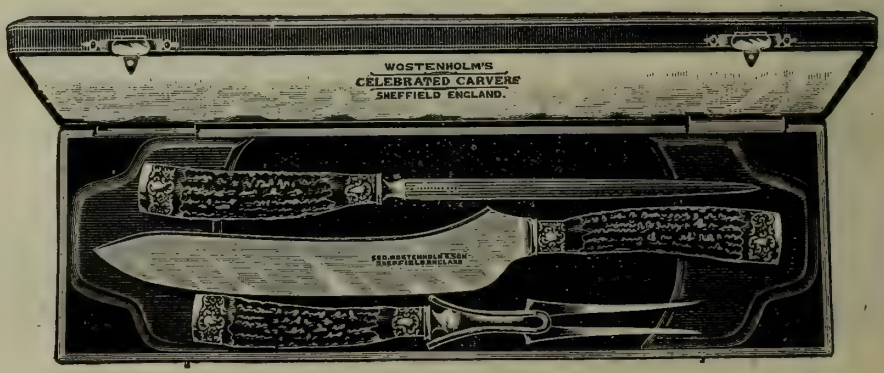
Our stock of Cutlery was never more complete than at present



Case No. 3047x3



Case No. 3048x3



Case No. 3046x3

No. 258—Dessert or Table

No. 259—Dessert or Table

We solicit your CUTLERY orders

WOOD, VALLANCE & CO.

HAMILTON, - - - ONTARIO

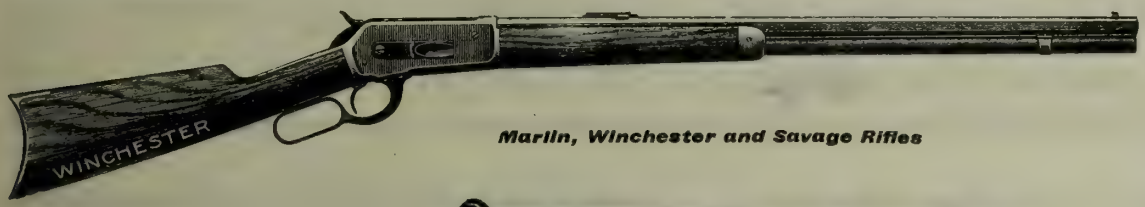
H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

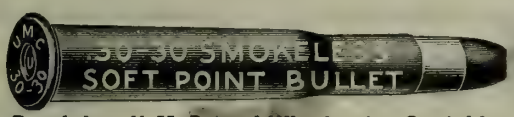
Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only



Marlin, Winchester and Savage Rifles

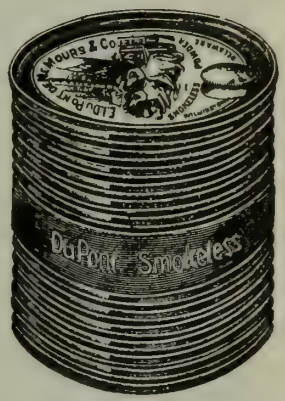


Dominion, U. M. C. and Winchester Cartridges

Genuine Schultze Smokeless

½-lb. Tins, English Hard Grain
1-lb. " " " "
5-lb. " " " "
25-lb. " " " "

Dead Shot.—Best and cleanest Powder made



Du Pont Smokeless Powder

Shot Gun— 1-lb. Tins
" 6¼-lb. "
" 12½-lb. "
" 25-lb. Kegs
" 50-lb. Drums

Du Pont Smokeless

Rifle Powder—No. 1, Tin

Winchester Repeating Shot Guns—Model 1897

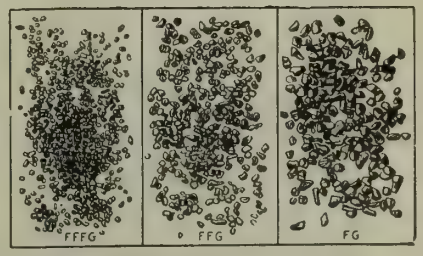
Loaded Shells

American Smokeless Dead Shot

No. 1.—6¼, 12½-lb. Tins
25-lb. Kegs

Dominion and Eley's
Loaded with Black Powder

Dominion and Eley's
Loaded with Smokeless Powder



American Dead Shot Powder

F.F.G., in 1-lb. Cans
F.G., F.F.G., F.F.F G., in 25-lb. Kegs

For fuller lines of the above, see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

We Ship Promptly

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

Our Prices are Right

Frothingham & Workman, Limited

Established 1809 — Montreal, Canada — Incorporated 1904

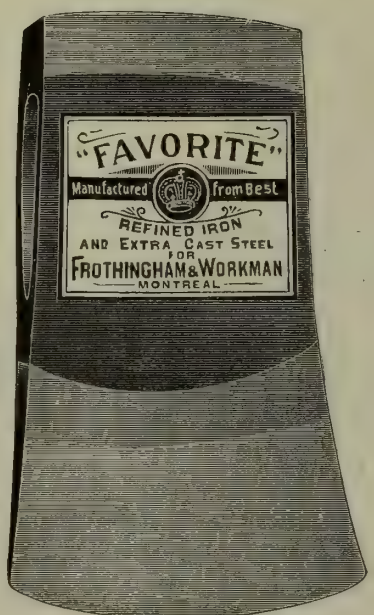
F. & W.

Importers, Manufacturers and Distributors of Hardware

F. & W.

Known for Many Years as One of the Best Axes Made

The Blue Phantom. A Forged, Not a Ground, Bevel



For More Than 25 Years Our Best Selling Axe and Still a Favorite

A Full Line of All Patterns of Canadian Axes

QUOTATIONS CHEERFULLY GIVEN UPON REQUEST

A SQUARE YARD

of space is about all the average hardware store requires for a proper stock of pocket cutlery. And there is no other square yard in the average hardware store that will produce one-quarter as much annual profit as the portion devoted to pocket knives.

The reasons are many.

Pocket knives are easy to sell. Everybody needs a pocket knife—school boy, school girl, office man and farmer. The demand is greatest at the ***Christmas season.***

No. 216 No. 616 No. 316 B No. 626 No. 433 A No. 546 E No. 545 D No. 556½

It behooves the hardwareman then to keep his stock well selected with patterns and qualities to suit the demands of his neighborhood. No stock should omit an assortment of Geo. Wostenholm & Sons' "Celebrated ***IXL***" cutlery. Cutlery of that make can be recommended for quality and style. ***IXL*** cutlery has years of worth behind it and sells readily.

Stock ***IXL*** Pocket Cutlery.

Caverhill Learmont & Co

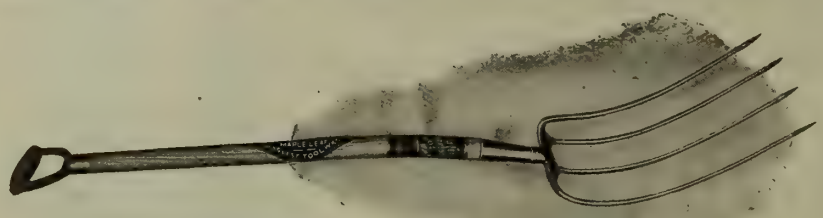
MONTREAL

Winnipeg ***Ottawa*** ***Quebec*** ***Fraserville***

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

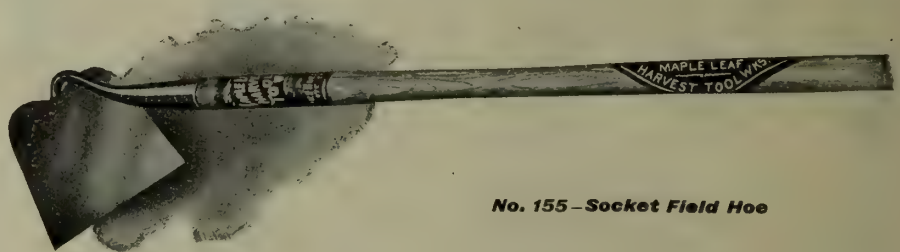
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.



No. 122—Manure Fork

No. 108—Hay Fork

No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

ADVERTISING.

HARDWARE BOOK.

Contains a number of ready-made ads. with suitable illustrations for Hardware Merchants and Stove Dealers. Price, $1.50.

MACLEAN PUBLISHING CO.

Montreal Toronto Winnipeg

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

BUYER'S GUIDE

Canadian Industrial Blue Book

is a directory to Canadian Manufacturers with an article index of what they manufacture, 1907 edition, $6.25 cloth. Now ready.

The Manufacturers' List Co.
Toronto, Canada

CATALOGUES.

CATALOGUE COMPILING.

Attractive, neat, up-to-date, business-getting, at moderate cost, promptly done.
Before starting a Hardware, Stove or Machinery catalogue, write me for estimate, etc.

CHARLES D. CHOWN,
40 Guilbault St., Montreal, Que.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CONDENSED ADS.

Agents Wanted, Articles for Sale, Articles Wanted, Business Chances, Businesses for Sale, Situations Wanted, Situations Vacant.
Does not one of these headings suggest some way in which you can use our "want ads." to advantage?

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

FEED BOILERS.

For Feed Cooking Boilers write the largest Manufacturers in Canada for circulars and prices. You know us.

The
James Bros. Foundry Co.
Perth Ont.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

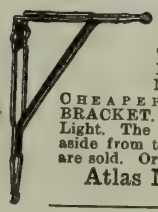
GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

LAWN MOWERS.

Durability Finish
Efficiency
Guaranteed in the
Maxwell Lawn Mower
DAVID MAXWELL & SONS,
St. Mary's, Ont.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
1.6 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.,
Office and Works, 17 Pontiac St., Montreal.

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.

Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.

PARTRIDGE & SONS - Proprietors

Names Which Mean Money

"What's in a name?" asked some skin-clad gentleman of the Stone Age. If he was alive now he would realize that there is a ***heap of money*** in some names. In the line of ***brooms, brushes*** and ***woodenware,*** for instance, the names

"BOECKH"

and

"CANE"

command the respect of every ***pushful, profit-filing hardwareman*** and ***grocer.*** When your jobber sends you any brushes or brooms, see that they are "BOECKH'S." When he sends you any pails or tubs, see that they bear the name of "CANE." ***These Names are Guarantees of Excellence.***

UNITED FACTORIES, LIMITED
TORONTO : CANADA

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

ENAMELLED COVERS ON ALL OUR GOODS

Buy...

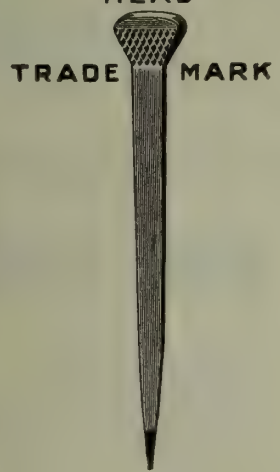
ENAMELWARE

Manufactured by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.
TORONTO, ONT.

"THE BEST IN THE WORLD."



CAPEWELL HORSE NAILS

Perfect in Finish

Easy Driving

Invincible in their holding power.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF IT'S KIND

IMPROVED CARPENTER'S TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.
NEW BRITAIN., Conn., U.S.A.

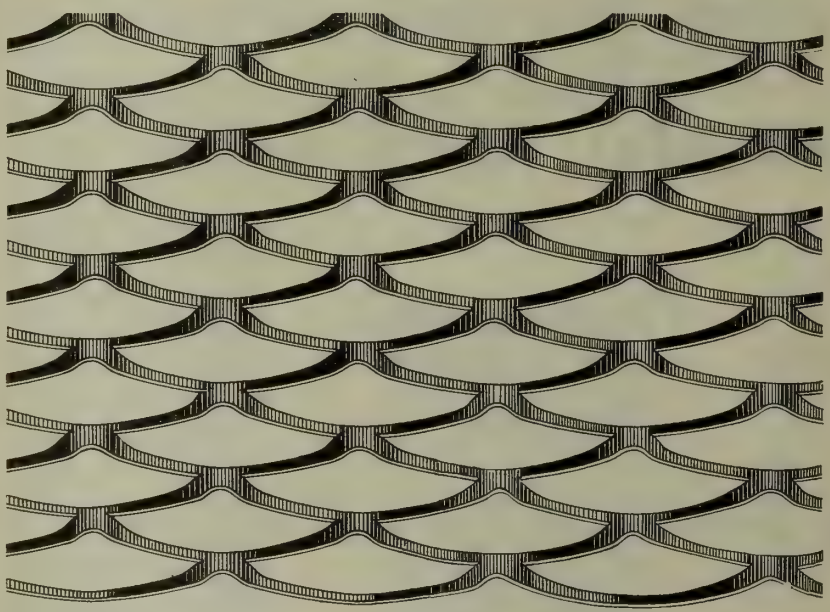
8-oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made
Try a 1 Dozen Case from Your Jobber

Nickel Plate Stove Polish Co.
CHICAGO

"Galt" Expanded Steel Lath



Rigid, Flat, Uniform, Durable, Economical

This Lath has been, and is being, very extensively used in the United States by the foremost Architects and the largest Plaster Contractors.

The sheets are very flat, and are even and square on edges and ends; this means quick and easy application.

The greatest width of metal is horizontal; this means a rigid plastering surface, combined with great economy of material.

Samples and prices furnished upon application.

The Galt Art Metal Co., Limited, - Galt, Ont.

CONGO
THE NEVER-LEAK
ROOFING

STOP THAT LEAK

THE rain will damage the contents of the building and ruin the building itself.

A leak in the roof, no matter how small, is a leak in your purse.

The best way to make repairs is to cover the old roof with a new roof of Congo.

Congo is easily laid over shingles, or tin, or other ready roofings.

Figure up the cost and you will be astonished how cheaply and easily you can get a tight, durable, weatherproof Congo roof. Nails and cement furnished free.

Send to us for Free Sample.

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Geo.E. Smith & Co., Halifax.
S. Hayward Company, St. John, N.B.
Mechanics Supply Co., Quebec.
The Starke Hardware Co., Montreal.
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BASS AND TROUT FLIES
$1.10 per hundred, postage included.
ORDER NOW FOR SPRING.
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THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

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Technical Book Department
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"RAPID"

Centre Stem Auger

BITS

all have our patent guide point.

They will not follow the grain like ordinary bits, but will drill a clean, straight hole every time. Made from a grade of fine steel manufactured especially for us.

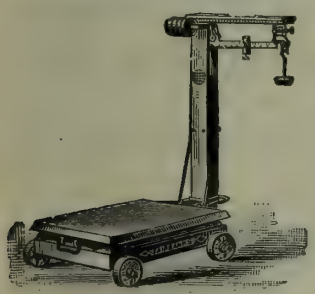
Send for our List!

The Rapid Tool Co.
LIMITED
Peterborough, Ontario

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.



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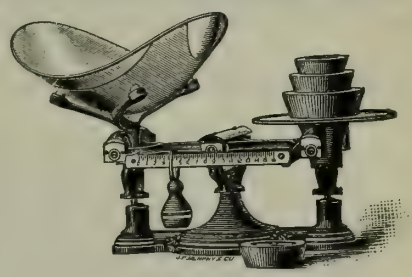
Platform and Counter Scales
The World's Standard
For Over
Three-Quarters of a Century
Awarded Grand Prize at St. Louis
in competition with
The World.



THE CANADIAN FAIRBANKS COMPANY, LTD.

MONTREAL, TORONTO, WINNIPEG, VANCOUVER.

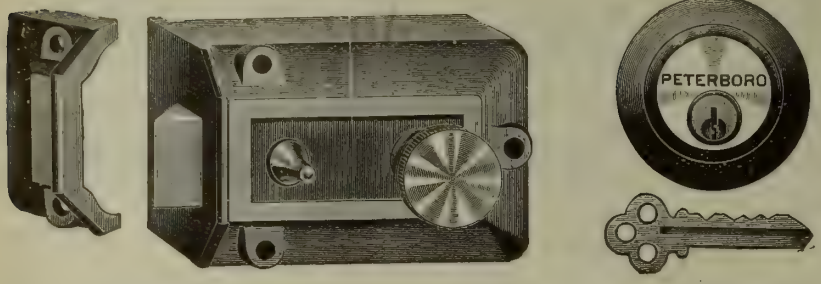
Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

The London Foundry Co., - London, Ont.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

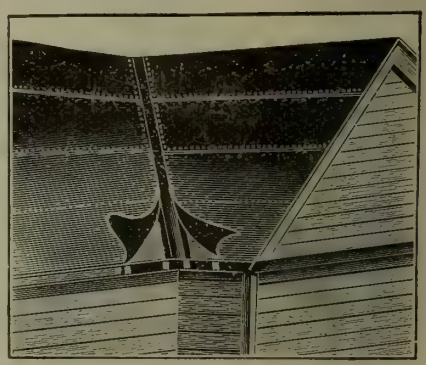
Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

"Brantford" "Roofing"



Stands for Quality. We sell it on a guarantee, that means your money refunded if not as we say. You may as well get the best at the same money. Costs you less per year, because it lasts longer than any other ready roofing. Lasts longer because it's better made, is made of better material. See the difference, feel it. It will pay you to send for samples to compare. It means dollars to you to sell

"Brantford" "Roofing"

Your sales will double in a short time.

The best dealers handle it. Do you? WRITE FOR SAMPLES.

Brantford Roofing Co., Limited, = Brantford, Canada

Not How Cheap, but How GOOD

Banner Lamp Burners,
O, A, B and D sizes.

Canada Lamp Burners,
A and B sizes.

Security Lamp Burners,
A and B sizes.

Bing Glass Cone Lamp Burners,
A and B sizes.

Lantern Burners,
No. 1 and No. 2.

Every Burner carefully inspected before leaving the factory, and guaranteed perfect.

Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

BUFFALO, - N. Y.

When you get our goods you know you get THE BEST.

We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

Represented by

H. F. McINTOSH & CO.

51 Yonge Street, - Toronto, Ont.

Write for Catalogue.

DOMINION WIRE MANUFACTURING CO.

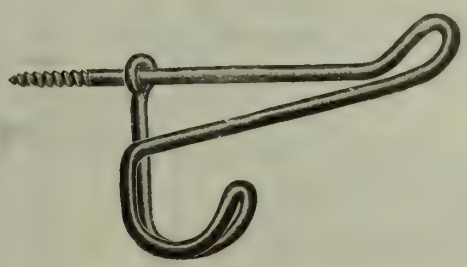
MONTREAL TORONTO LIMITED

Manufacturers of

Iron and Steel Wire
Barb Wire
Galvanized Wire
Coiled Spring Fencing
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
Spring Cotters
Steel Wire Barrel Hoops

Crescent Wire Coat and Hat Hooks

Sizes
2½-in.
3 "
3½ "



COPPERED
JAPANNED
TINNED
BRASS

Packed ½ gross in box, 12 gross in case.

We have all sizes in stock of coppered and Japanned and can ship promptly.

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FOR PLATE

Xmas Gift Goods

Original and pleasing designs in Fish and Meat Sets, Meat and Game Carvers, Cheese Scoops, Cake Knives, Nut Crackers, Flasks, etc.

Samples and prices on request.

The House of Hutton

Established in England in 1800

Sole Canadian Agent
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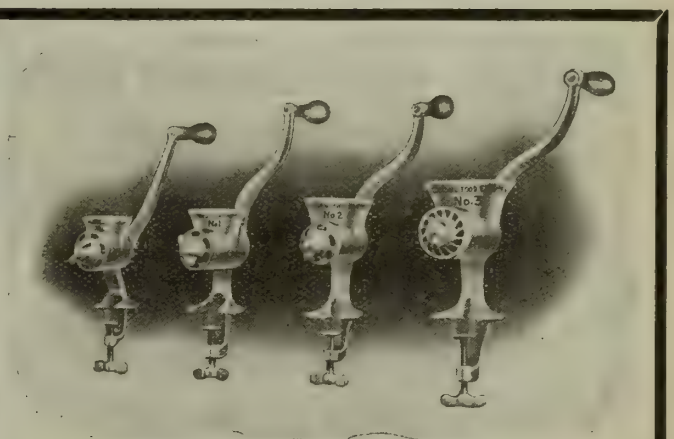


SIMPLICITY

is one of the qualities which cause both the ***"GENERAL"*** and the ***"SHIRREFF"***

Steel Knife Food Choppers to sell on sight. A child can take either of them apart and put it together again. This means **money in the pocket** of the hardwareman who is wise enough to stock them. The people don't want complex choppers, but simple ones.

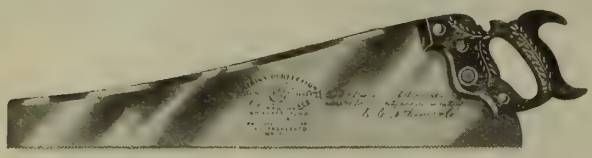
ARE YOU AMONG THE WISE?

Shirreff Mfg. Co., Ltd.
Brockville, - Ont.

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

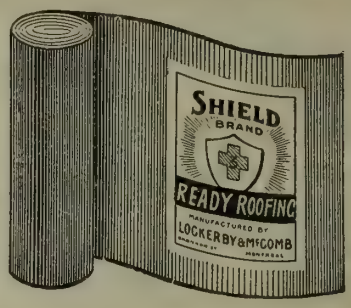
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

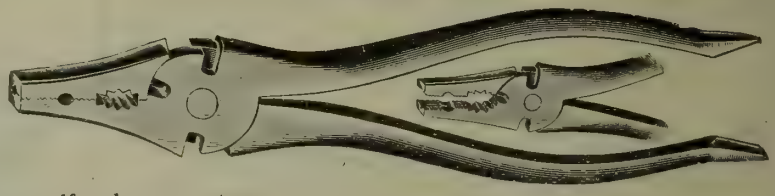
PLIERS, NIPPERS and PINCERS

of Every Description and in all Qualities

Our first grade goods bearing the trade mark

A★1

THE R. BERG HARDWARE CO.

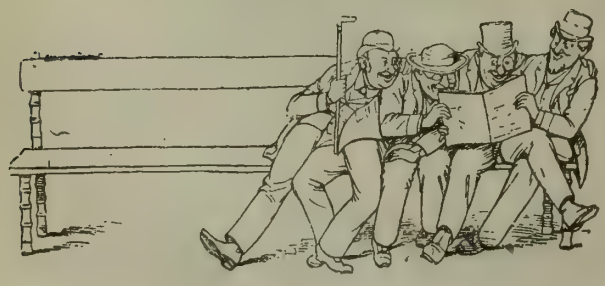


are well known throughout the Dominion for their durability and splendid workmanship, and in specifying the above named brand on your orders you have the best possible guarantee to obtain reliable tools, which will give every satisfaction to yourself and your customers.

From stock and for import. For sale by all leading wholesale houses.

F. W. LAMPLOUGH & CO., - 9 De Bresoles St., MONTREAL

INTERESTING TO ALL



Every one who reads the BUSY MAN'S MAGAZINE is well pleased with it. A pretty strong recommendation isn't it?

What is the cause of its great popularity?

Because every article in it is SELECT, having been selected from the current issue of one of the leading magazines because it was the most interesting and entertaining in that magazine.

This means the Busy Man's contains the Cream, the Choicest, and the Best appearing in the periodical press. Not a dull page in it; 140 pages of live up-to-date reading matter in each issue; 1680 pages per year.

It is the best home magazine published. It will interest every member of the family.

The cost of this many-in-one magazine to subscribers of Hardware and Metal, is only $1.50 per year.

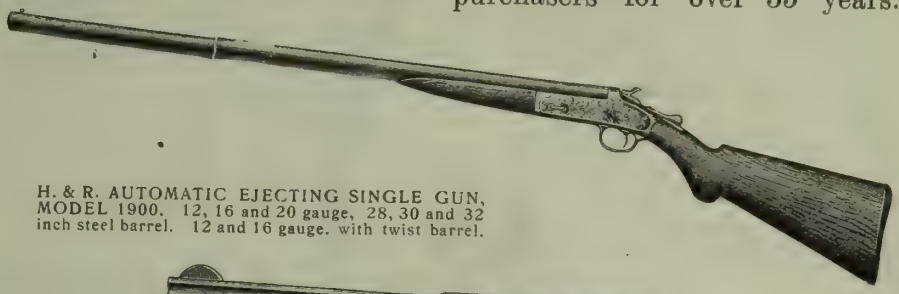
Have your subscription commence with the November issue, which is the strongest number yet published.

The Busy Man's Magazine
TORONTO

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the absolute satisfaction they have given to discriminating purchasers for over 35 years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H. & R. Guns and Revolvers; the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.



H. & R. AUTOMATIC EJECTING SINGLE GUN, MODEL 1900. 12, 16 and 20 gauge, 28, 30 and 32 inch steel barrel. 12 and 16 gauge. with twist barrel.

The great care and watchfulness exercised in the various processes of manufacture have gained the confidence of the public, which simply means an increased demand and larger profits to you.

Our Catalog tells about our full line and gives valuable selling points.

Write for it.

H. & R. HAMMERLESS in 32 and 38 calibres, five shot, with independent cylinder stop and automatic ejector. Weight of 32 calibre 3-inch barrel, 13 ounces; 38 calibre, 3¼-inch barrel, 17 ounces. Also made with 4, 5 and 6 inch barrels. Finished in nickel or blue.

H&R ARMS CO.

HARRINGTON & RICHARDSON ARMS CO.

415 PARK AVE., WORCESTER, MASS., U.S.A.

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The transmission of power by Rope Drives is increasing daily, on account of the durability and low cost. Rope Drives were first manufactured and introduced into the United States by Sewall, Day & Co., of Boston. A few years later we manufactured and introduced them into this country.

If you contemplate putting in a Rope Drive, we will be pleased to furnish you with any information you may require. As we have had years of experience, we are naturally in a position to turn out the most up-to-date product.

Our mills are now thoroughly equipped for manufacturing our famous Tallow Laid Transmission Rope, three or four strand, and in all sizes and lengths, and we always carry a large stock of the most select Manila Fibre for the manufacture of this Rope. We carry a fully assorted stock of all the standard sizes, and can make special orders promptly.

CONSUMERS' CORDAGE COMPANY, Limited

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is warranted.

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.
Fultonville
New York

This Trade Mark guarantees Satisfaction

Indestructible

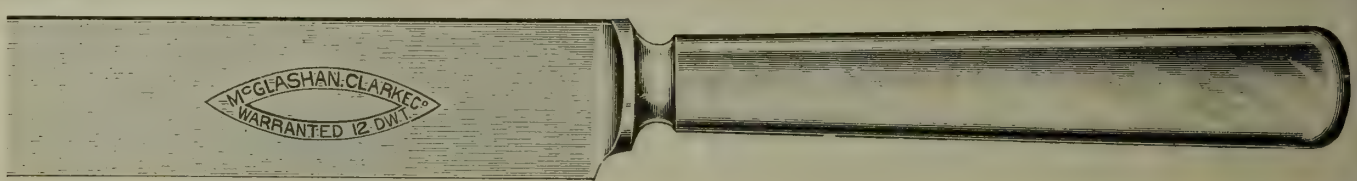
We don't want to tell you that the

"Dillon" Hinge-Stay Field Fence

can never wear out. But we do want you to understand that the "Dillon" lasts longer than any other wire fence on earth. The **hinged stays** and end post bracing are peculiar to the "Dillon" alone.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver



Eliminate all Risk of being loaded with inferior and unsaleable goods by placing your orders for Plated Ware, Nickel, Silver, Flat Ware and Cutlery with us. We guarantee our goods to be sound metal, properly hand-burnished, and to have a lasting elegance.

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NIAGARA FALLS, - CANADA

OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
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"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO

Windsor Pump and Foundry Co.

LIMITED

We Make a Specialty of

Brass Cylinders for Wind-Mill and Hand Force Pumps
Fitted with Patent Rotating Plunger Valves
Designers of Special Machinery Tools and Dies, Plug Valves, Foot Valves, Brass Tubing, Iron and Brass Castings

100 London Street West, WINDSOR, Ont.

PHONE 369

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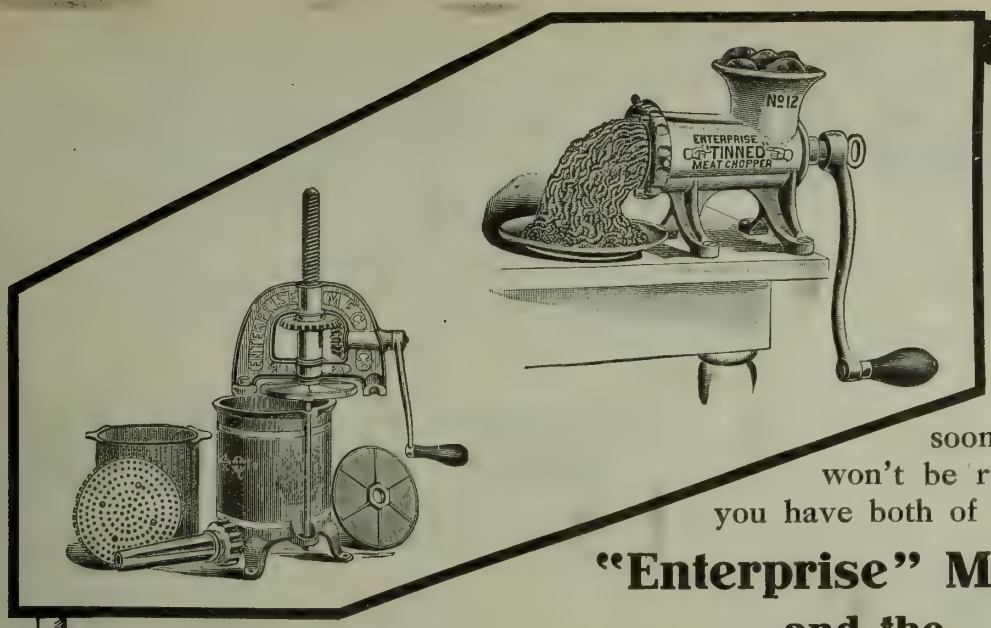

Hurry Up!

Sausage time will soon be here and you won't be ready for it unless you have both of these—the

"Enterprise" Meat Chopper and the "Enterprise" Sausage Stuffer and Lard Press

One chops the meat and the other stuffs the sausages as "easy as can be," in the shortest time with the least effort, and the sausages are as "good as can be."

The *"Enterprise" Sausage Stuffer* has the cylinder bored absolutely true, and has a Patent Corrugated Spout that allows air to escape from the casing as the sausage is stuffed, thus assuring the preservation of the sausage. Take time by the forelock and jog your jobber *now.*

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U. S. A.

21 Murray Street, New York — 438 Market Street, San Francisco

Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer.

London Rolling Mills
London, Canada.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

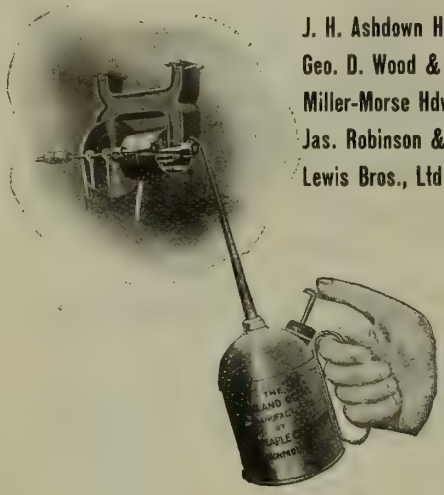
Invaluable to the Ad-writer

The Canadian Printer and Publisher is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

The Canadian Printer and Publisher
Montreal — Toronto — Winnipeg

The Howland Pump Oiler

FOR SALE BY



J. H. Ashdown Hdw. Co.,	Winnipeg
Geo. D. Wood & Co.,	"
Miller-Morse Hdw. Co.,	"
Jas. Robinson & Co.,	"
Lewis Bros., Ltd.,	Montreal

A slight pressure of the thumb regulates the flow.

Maple City Manufacturing Co.

Monmouth, Ill.

HAVE YOU EVER

inquired about our hickory handles? We manufacture a line of handles for Hammers, Sledges, Picks and Axes which have no equals. Our

AXE HANDLES

Are Made of Clean, Tough Hickory without a flaw

That is why they give such entire satisfaction. As you know the value of a customer's good opinion, why not

Write now for our lists and discounts?

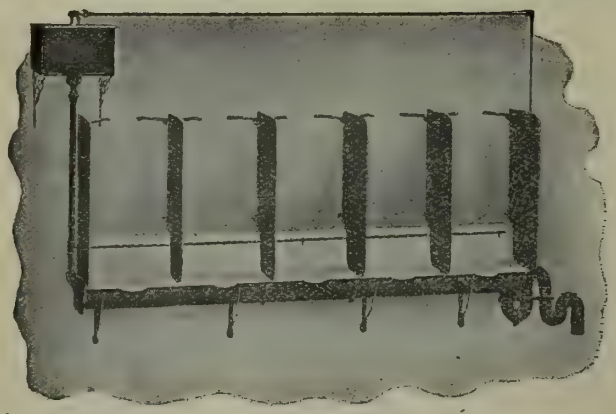
J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

Dealers In Plumbing Equipment Have A Practical Guarantee

of larger profits and greater satisfaction in handling

Standard Ideal Cast Iron Porcelain Enameled Ware



Made in Canada from designs calculated to meet every requirement of the Trade. It is a ware that gives perfect satisfaction wherever installed.

The Standard Ideal Co., Ltd.

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO, 128 West Craig Street, MONTREAL, and 156 Lombard Street, WINNIPEG

Greening's Steel Wire Chain

If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

THE

B. GREENING WIRE CO., LIMITED

Hamilton, Ont. Montreal, Que.

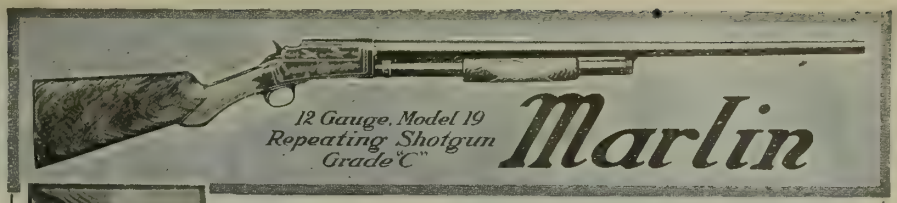
Incandescent Petroleum Gas Light

Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

Write for Prospectus.

A. WILLANDER.
STOCKHOLM, SWEDEN



Better gun value for the money has never been produced.

No repeating shotgun made equals this *Marlin* gun in balance, finish and wearing and shooting strength. Its action is simple and sure. The *Marlin* solid top and closed-in breech (exclusive features) keep out all twigs, snow, water, sand, etc., which so often hamper repeating shotguns.

Marlin Shotgun barrels are made of "Special Smokeless Steel" and will handle any 12 gauge load of black or smokeless powder produced. They are bored to pattern over 325 No. 8 shot in a 30 inch circle at 40 yards. The breech block and all *Marlin* working parts are cut from drop forged steel blocks and fit so nicely in the assembled gun that the six shots (one in chamber and five in magazine) can be fired in four seconds.

Perhaps the best and certainly the most exclusive *Marlin* feature is the *Marlin* automatic recoil safety lock. This lock prevents, absolutely, the breech being opened as explosion takes place in rapid firing, and holds the breech closed until after the explosion in case of "hang-fire."

We recommend any one of the many styles of *Marlin* Model 19 shotguns for any sort of bird shooting under the sun. For squirrels, rabbits, foxes, 'coons, etc., it is unsurpassed and has even found favor among deer hunters, though we advise for the use of buck shot a special cylinder bored barrel.

There is much more about this beautiful shotgun that you will be interested to know.

Send three stamps for our new catalog.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

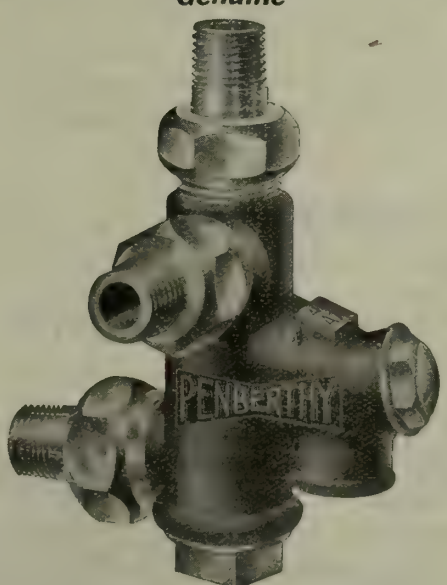
FOR SALE BY ALL DEALERS

PENBERTHY PENBERTHY PENBERTHY

TRADE **PENBERTHY** MARK.

Genuine

A Fall Order from your Jobber should include a "Sorting Up" Order for Penberthy Injectors, Oil and Grease Cups, Water Gauges, Gauge Cocks, Whistles, Lubricators, etc.

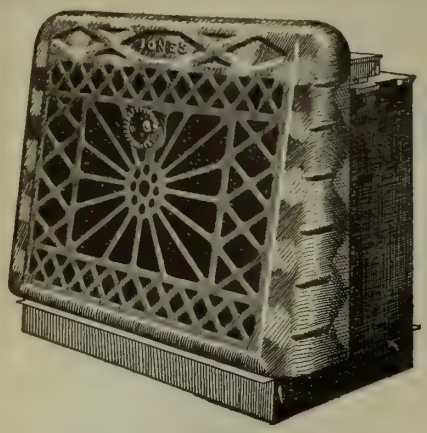


Automatic Injector
"THEY ALWAYS WORK"

Remember, please, when you say you want "Penberthy" Goods be sure you get them. You have to sell the goods, so GET THE GOOD SELLERS: The Penberthy.

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



50% LESS PIPING

JONES' SIDE-WALL REGISTERS

require 50% less piping than ordinary registers. They have a more direct connection with the furnace, so that they waste no heat. These two points alone, apart from their peculiar construction, make it easy to sell Jones' Side-Wall Registers to contractors as well as individuals.

Send now for our "Points About Profits"

The Jones Register Co.

732 King St. West ***Toronto, Canada***

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.

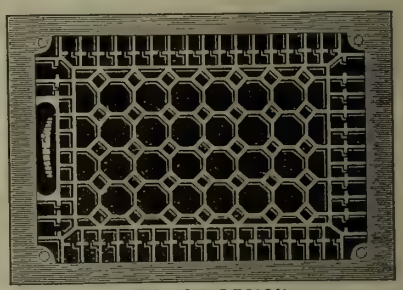
H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.
No reputable line can undersell us.



MOORISH DESIGN

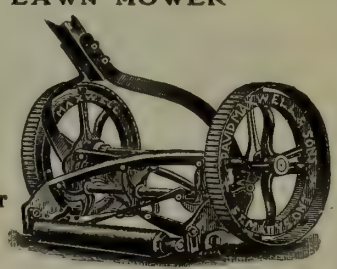
FERROSTEEL COMPANY, - - CLEVELAND, OHIO

PURITAN

REACTING WASHING MACHINE.

These are Three Profit Pullers!

MAXWELL LAWN MOWER



Durability, Finish and Efficiency Unsurpassed by any other mower on earth.

FAVORITE CHURN

By lightening women's labor it addsweight to your bank account.

David Maxwell & Sons, St. Mary's, Ont.

Advertising Course

Complimentary to Retail Dealers

Here is a rare opportunity for ambitious dealers and retail salesmen.

Correspondence courses are not offered absolutely free of charge every day in the year.

The following lessons comprise the course:—

Lesson No. 1—Principles of Advertising
Retail Salesmanship Interior Display Store Arrangement

Lessons 3 and 4—The Show Window

Lesson No. 5—Printing

Lessons 6 and 7—Elementary Publicity
Circulars Booklets House Organs
Follow-ups Stunts

Lessons 8 to 10—Publicity
Ad. Writing

Lesson No. 11—Out-door Advertising

Lesson No. 12—General Summary
Experiences of Students, etc.

Dealers who applied for the course in April have received the first five lessons. They tell us that the subsequent lessons are anticipated with the same interest that attends the reading of a fascinating "continued story."

The first lesson will be mailed upon receipt of your application. Other lessons will follow at intervals of one month or a little less.

Just drop a line somewhat as follows:—

"The Dover Mfg. Co.,
Canal Dover, Ohio.
Sales and Advertising Dept.
Gentlemen:

Please enroll the undersigned for your Free Advertising Course. We understand that the course will put us under no obligation. We agree to study the lessons faithfully or order them discontinued.

Very truly yours, etc."

We already have 2,500 students and are willing to enroll that many more.

The Dover Manufacturing Company

Sole Makers and Patentees of
ASBESTOS SAD IRONS

CANAL DOVER, - - - OHIO

Favorite

The Monarch of Base Burners

Two Sizes: 13 inch and 15 inch Firepots
With or without Ovens. Removable Firepots.

Brilliant Favorite

A Medium Priced Base Burner

Two Sizes: 13 inch and 15 inch Firepots
With or without Ovens. Removable Firepots

Great FAVORITES with the Dealers who sell them, Greater FAVORITES with the People who use them

They are powerful Double Heaters. Economical on fuel. They are built right and will stay right. They will make a dull store busy, and a dull home cheery.

If we have no agency in your town, write for our new Catalogue.

FINDLAY BROS. COMPANY, LIMITED

Carleton Place, Ont.

BRANCH HOUSE: WINNIPEG

Makers of the smoothest and best fitted Stoves and Ranges in Canada

"GOOD CHEER" STEEL RANGES

THE

Sunray

A moderately-priced high-class steel range.

4-hole top, with 18-inch oven
6 " " 20 "

with cast base or on feet.

The attractiveness of design speaks for itself, and we guarantee the quality A1.

THE JAS. STEWART MFG. CO., LIMITED, WOODSTOCK, ONT.

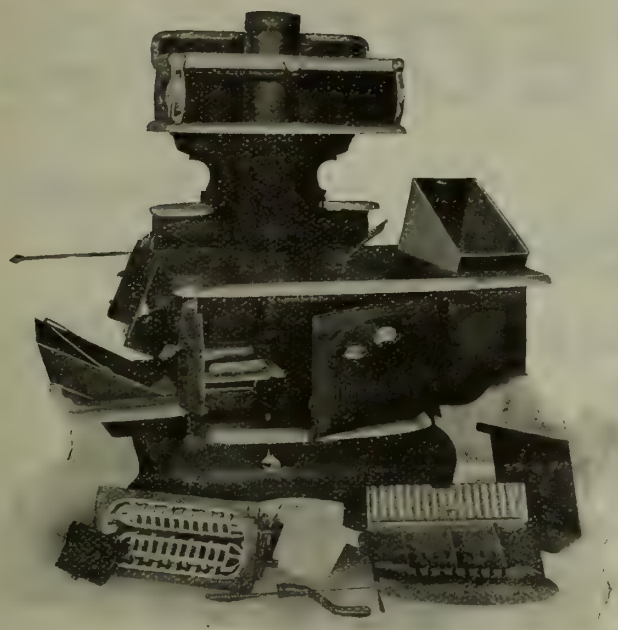
Western Warehouse, James Street, Winnipeg, Man.

If you want to do a great deal more Stove business write and ask us about the

PERFECT IDEA RANGE

The ***Perfect Idea*** has more ***selling points*** than any other stove on the market. Not the least of them is the fact that ***all nickel parts are removable.*** This, with the automatically opening oven door, and the patent electric sliding oven tray, has resulted in some ***dealers netting hundreds of dollars'*** worth of new business. ***What about representing the Perfect Idea in your district?*** We have some interesting profit pointers for dealers.

GUELPH STOVE CO., LIMITED, GUELPH, ONT.



You May Be a Good Salesman

But, is everything in your favor? Are you selling the new Imperial Oxford? A continuous stream of repeat orders tells the story to us.

Removable Nickel
Removable Fire Linings
An Oval Firebox
The "Divided Draft"

All contained by the best looking stove in the market.

It gives a good salesman a chance to spread himself.

Drop us a card, or, better still, tell us the size range you want on your floor. If you get this agency you're lucky.

The Gurney Foundry Company, Limited

Toronto Winnipeg Vancouver Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta., and EDMONTON, Alta.

The Aylmer Superior Lever Force Pump

Fig 36, still holds its reputation as being the **BEST WELL FORCE PUMP** at a moderate price. It is made with a **Wooden Handle** is well braced and strong in every way.

This pump is a great favorite with others, try one and it will be with you.

Write for catalogue of Pumps and Scales.
We carry a full line of each.

The Aylmer Iron Works Co.
LIMITED
AYLMER, - - ONT.

Pushing Dealers Know These Brands!

Have you investigated the profit points of our

Asbestos Stove Lining

It has no equal for lining grates, furnaces, stoves, ranges, etc. It has superseded and made fire-brick obsolete. In stove repairing and mounting people need our

ASBESTOS FIRE-PROOF FURNACE CEMENT

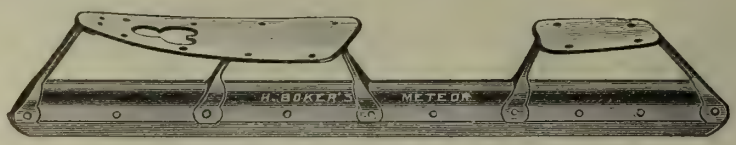
Have you got it in stock? It is easily applied, adheres instantly and permanently to the castings and is indestructible by fire or chemicals.

There is money for you in both

Benjamin Moore & Co., Limited
(Formerly The Francis-Frost Co., Limited)
New Offices and Works: Toronto Junction, Canada
New York, Chicago, Cleveland, Carteret, N. J.

H. Boker's **METEOR** H. Boker's

Canadian Patent



Splendid Value

LATEST MODEL TUBULAR HOCKEY SKATE

double heel and triple sole support.

FAST, LIGHT, STRONG.

Made in full ***Nickle Plated*** and polished as well as ***Aluminum*** finish. For ***sale*** by Leading Wholesale Hardware firms.

VORTEX HOT BLAST COAL STOVE

For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.

For Sale by

E. T. WRIGHT & CO.

HAMILTON, CANADA

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

Persons addressing advertisers will kindly mention this paper.

"Quality Unsurpassed"

Belleville Brand

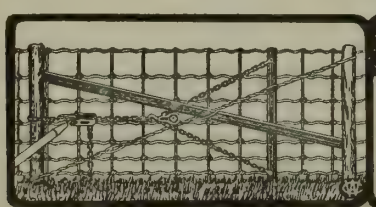
HORSE SHOES

Bar Iron
Machine Bolts
Nuts $\frac{5}{8}$" and Larger
U. S. STANDARD

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

More Light For The Dealer!

Yes, more light is possible for pretty nearly every dealer in this broad Dominion. And that, too, without running up a gas bill. You **know** how important a bright store is? Many dealers have to keep artificial light burning all day in the dark corners of their stores. This great expense can be eliminated by glazing windows with

MAXIMUM LIGHT GLASS

No mystery about it, either. Maximum Light Glass embodies a new **prismatic principle,** and is as far ahead of the old style prismatic glass as a modern battleship is ahead of an old Spanish galleon.

We have a catalogue which contains some interesting things for dealers. A Post card will bring it to you.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

"Diamond" brand Fittings

have that elegant finish, which, combined with the high grade material and the accuracy of the threading, makes the plumber feel good.

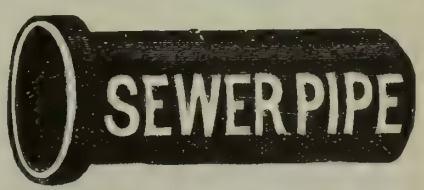
WHOLESALE ONLY.

OSHAWA STEAM & GAS FITTING CO., LIMITED

OSHAWA, CANADA

...FULL STOCK...

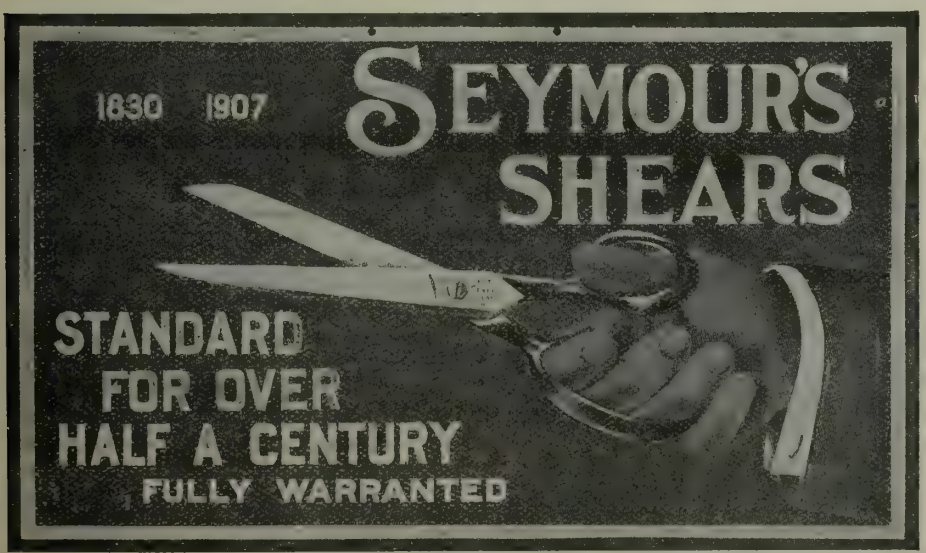
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.



Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY. WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

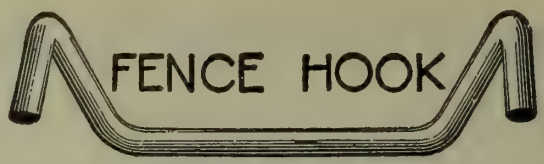
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, **LONDON, ONT.**

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

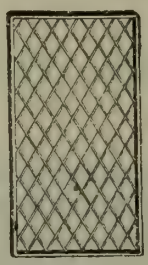
EVERY POUND GUARANTEED

We have that thorough confidence—born of satisfied customers—that

Sterne's Asbestos Stove and Furnace Cement

is the best thing of its kind on earth. So we guarantee every pound of it to be more economical, durable and efficient than any other furnace cement on the market.

G. F. STERNE & SONS, - Brantford, Ontario



"If it's Made of Wire, we Make it"

Let us quote you when in need of

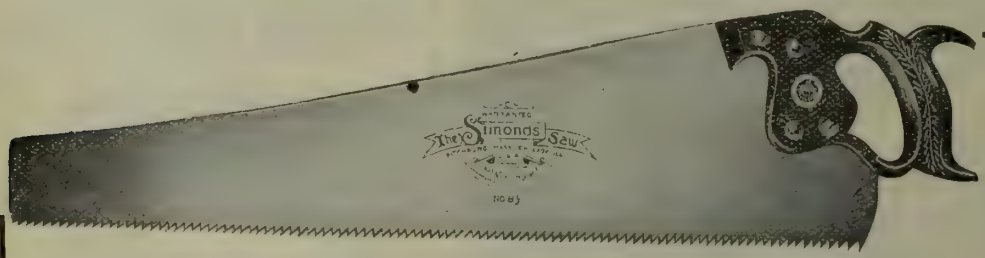
Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.

We have a splendid selling line of

Spark Guards and Fenders.

Illustrated list sent on application. "Write; and let us get acquainted."

The Canada Wire Goods Mfg. Co.,
HAMILTON, ONTARIO



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

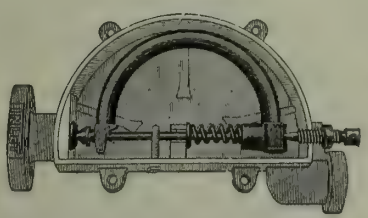
SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

MORRISON

STEAM GOODS

We make and handle a complete line of ***Steam Specialties*** in brass and iron. Iron and Brass Pipe and Pipe Fittings, etc.

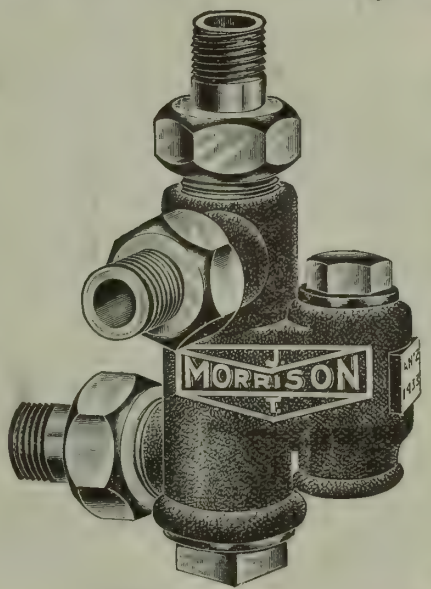


The J.M.T. Injector

Combines all the good requirements of a first-class boiler feeder ***simplicity*** in construction, all parts interchangeable.

Efficient in action—always works under the greatest range of conditions.

Material the best for ***durability***



The "Heintz" Steam Saver.

An apparatus which automatically controls the condensation from heating systems or any machine operated by steam. It quickly eliminates all accumulation of water formed thus insuring greatest efficiency to the system to which it is attached.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. West, **TORONTO**

TORONTO

Eureka Hangers

The best on the market. Particular men say so—so we merely repeat their statements. It does hold the collar correctly, and a well-made coat cannot wrinkle on this hanger. The only hanger which holds the concave shoulder properly in place.

The Eureka Trousers Hanger is the simplest and best. No rough edges to mar the finest fabric. The adjustable hook can be turned down to occupy the least possible space.

Ornamental, Economical and Useful. Hence the best possible sellers. Let's mail you interesting facts

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

SUPPLIED THROUGH ALL JOBBERS ONLY

DO YOU WANT FOREIGN TRADE?

The American Exporter is the recognized medium for Canadian and American Manufacturers to increase their sales abroad

It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

N.B. Our sixth foreign trade tour, this time to Cuba, starts November 1st.

AMERICAN EXPORTER

135 William Street, New York

BOSTON PHILADELPHIA CLEVELAND CHICAGO

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Louis XIV Plate No. 4002.

"Classified" Metal Ceilings

are the kind for you to push. The plates are stamped so as to fit together with invisible joints, and for beauty of design they are in a class by themselves. They produce perfect

Harmony of Design

They have no unsightly buttons to spoil the general appearance. They are positively the easiest to apply, and thus make more profit for the dealer. They are capable of unlimited decorative effects, are light in weight, and cannot crack or warp, like plaster or wood ceiling. Let us submit plans and estimates to your prospective customers.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENCIES:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG — Ellis & Grogan, CALGARY — McLennan, McFeely & Co. Ltd., VANCOUVER

THE MOST LIGHT FOR THE LEAST MONEY

C. G. E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Co., Limited

Head Office, - - Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

The Shooting Season

with its big demand for reliable ammunition is here. The demand for Dominion Ammunition is greater than ever before, because its quality is right and it is being extensively and well advertised throughout Canada.

This advertising is done for **your benefit**—it is creating a demand for Dominion Ammunition in your locality. Will you supply this demand? There is profit for yourself and prestige for your store in selling Dominion Ammunition.

Made for all popular fire-arms; Ballard, Colt, Hamilton Quackenbush, Hopkins & Allen, Marlin, Remington, Savage, Stevens and Winchester Rifles; Colt, Forhand, Harrington and Richardson, Ivor Johnson, Remington, Smith & Wesson Pistols and Revolvers.

IF YOUR JOBBER WON'T SUPPLY YOU, WRITE US.

Dominion Cartridge Co., Limited, Montreal

COPPER WARE

ROYAL TEA KETTLES

With handle stops on ears.

Bodies and Bottoms stamped in one piece.

ROYAL Tea Kettles—Pit or Flat Bottoms. In Copper and Copper Nickel-plated. Sizes—7, 8, 9.

ONTARIO Tea Kettles—Pit or Flat Bottoms. In Copper, Nickel-plated, Extra Heavy. Sizes—8, 9, 10.

WASH BOILERS

Oval—Planished—Tin Covers

With Common Pit, Patent Pit or Flat Bottoms.

Nos. 8, 9, 10.

In Common Copper and Copper Nickel-plated.

The Kemp Manufacturing Co.

Cor. Gerrard and River Sts. Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG, MAN.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL, QUE.

What to Do Next Month

December is the most joyous month of the year. In that month is celebrated by homecomings, renewal of intimate friendships, and the sending of gifts and greetings, the world's most momentous event. More of the charitable and brotherly spirit is in evidence in that month, more gifts are presented to friends, and those in need, and more good, wholesome, remunerative business is put into the hands of the merchants in that month than perhaps any month of the year. The merchants' anticipations of it are of the happiest.

Someone has said that opportunity koocks at every man's door only once. By this is meant that at certain intervals in every man's, in every merchant's career, opportunities are presented to him for enhancing his position amongst his fellows. If that opportunity is embraced and turned to the best account and something valuable has been winnowed from it, the chances are strongly in favor of that merchant outstripping his competitor across the street. December is pre-eminently an opportunity month. Every merchant looks forward to the year-end holiday season as one of his most profitable months. If the sales of that month do not greatly exceed in value those of each of the six preceding months, there is something radically wrong with the business system.

* * *

November is the month of preparation for the Christmas and New Year season. What is done next month will very profoundly affect the results of December's business. The day has long since passed when merchants expected big returns without adequate preparations. That was the time when haphazard methods were not necessarily inadequate or unremunerative because the country was in its infancy and men needed lumbermen's supplies, builders' hardware, and cutlery, and therefore had no hesitancy in procuring them. More than our own, those were the times of absolute necessity. Now that the demand for things is not quite so active and more men to supply these demands are in the field, these supply men must necessarily adopt more perfect system and must be ever alert to make the best of every little opportunity that presents itself.

* * *

Adequate methods of preparation for the business of the holiday season are absolutely necessary. There is little use in endeavoring to console themselves or satisfy themselves by saying that to sell Christmas goods there is no need of an elaborate publicity campaign, either by interior and window display, or through the daily and weekly newspapers, because the "giving" spirit in the buying public is so active that it is a positive certainty that they will buy the goods. Although the reason given for their lassitude is quite plausible, it isn't rational. Just because the people are sure to buy Christmas goods is no reason why a certain hardware dealer should be so confident that he will enjoy their patronage without soliciting it. As the competitive spirit has become so universal and so merciless the hardware merchant will find it imperative that he make strenuous endeavors to convince the buying public of the superiority of his goods if he hopes to maintain his business.

* * *

The first thing to do next month will be to carefully inspect invoices and order sheets first to ascertain whether the necessary goods have been ordered and in sufficient quantity, and, second, to remind the jobbers and factories of your desire to have the goods delivered promptly. We take it for granted that a large number of the retail dealers have already placed orders with their jobbers and manufactories. It is apparent, however, that a few retailers are always dilatory and behind time in placing orders. To prevent the annoyance and disadvantage of late deliveries both classes of dealers should see to it at once that they get assurance from the wholesalers that their goods will be delivered without further delay.

* * *

The second thing to do next month will be to remove goods, although seasonable, to less prominent positions in the store, to make room for the Christmas goods, such as cutlery, hockey skates and sticks, enamelware, and curlers' and snowshoers' supplies, which will be more in demand during the months of December and the early part of January. Certain hardware merchants will think it both appropriate and profitable to decorate their stores with attractive evergreens, holly, and attractively designed and arranged lights. This practice, however, is not universal, as the esthetic tastes of merchants vary widely. Everything that is calculated to increase the attractive power of your store, and thereby increase the possibility of increasing your sales, in gaining new patrons and securing them for future patronage, should without the slightest hesitation be done.

* * *

Then comes the arrangement of the Christmas goods. To array these in the most attractive and sales-effecting way possible is essential to the success of the holiday season's business. With care and the exercise of discrimination in the selection of the most brilliant goods, such as cutlery, a very bright and beautiful window display can be arranged. A circular display of cutlery in the window usually proves very effective, and the introduction of evergreens suspended from the top of the window adds much to its beauty.

As the lines of attractive Christmas goods are somewhat limited, it is rather difficult to make an effective interior display. The only and perhaps the most appropriate method, would be to suspend in graceful lines evergreens with bunches of holly intertwined.

* * *

Much may be gained by some bright, entertaining advertising in the dailies and rural weekly newspapers. By a careful selection of the medium, by the arrangement for prominent space and by the placing of both pleasing and convincing copy, splendid results are sure to compensate the merchant for his trouble. Nowadays, the newspapers are receiving numerous complaints from advertisers because the latter think they should receive better direct results for the apparent enormous outlay they have made for newspaper publicity. In a large number of cases the newspapers are not by any means as culpable as are the advertisers. The medium is usually large enough and has a sufficiently wide circulation to bring good results to the advertisers using its space. The deficiency often lies in the style of copy supplied by the advertisers.

* * *

An attractive booklet, suggesting presents for father, for mother, for brother, for sister, for the baby, and for the absent friend or relative, has brought results for many dealers, and is by no means an overworked business-bringer. One firm in Western Ontario had their ad-writer prepare a series of ads. along these lines, cuts being secured to illustrate each ad. They were arranged in a neat booklet and sent to the names on the firm's mailing list, the ads. being afterwards run in the local papers, serving both as a reminder to those who had received the book and as good ready-to-hand copy for the newspaper at a time when everyone in connection with the store was busy.

* * *

Now is the time to plan such a booklet and newspaper advertising, and now is the time to plan a series of window displays to be used in connection with the regular advertising. A few hours spent on this work during November will mean better results during December.

* * *

The right spirit in the store staff counts for a great deal when it comes to establishing the right kind of a reputation for the store in the minds of the public. Every store has had some experience with the discontented and knocking clerk, says an exchange. Imagine what that clerk's talk is doing to you and your business as he pours his tale of woe and discontent into the ears of his friends. They tell it to others. Imagine also what it would be worth to you if you could change that talk to something enthusiastically favorable to you and your business. You probably know that the knocking clerk is just what he is because in many instances the merchant does not study his store staff enough. A good talk with an employe on his work, showing that you appreciate his efforts, asking for his ideas, and encouraging him to do better, pays well for all of the time that it takes. To have the business and yourself kept in the right light with the public, the store staff should be made as loyal to the business and to yourself personally as it is possible to make them. Do not overlook any of them.

Western Merchant's Business Methods

Business Bringing Plans adopted by a Progressive Saskatoon Merchant—Illustrations from a Large Double-page Advertisement in the Saskatoon Phoenix.

A hardware merchant's business in one of the most rapidly growing business cities of the west should prove interesting to all those in the trade. Modern progressive methods and enterprising energy have built up the business of W. Hopkins, hardware merchant of Saskatoon. Mr. Hopkins had his early training in Manitoba, he was doing business there in the crucial times of that new country, when improvident ventures proved disastrous to many in the trade. With the experience gained during that time Mr. Hopkins struck into a newer country, determined to build up a business by safe and sure methods. The opportunities of Saskatoon were great, mistakes in such a rush of building operations could easily have been made but Mr. Hopkins cautiously advanced and quickly sized up the situation. By fair dealing he quickly won the confidence of Saskatoonians and by his energy and enterprise he quickly put his business on a sound basis.

Locating on the west side of the city near the station, mills and hotels, Mr. Hopkins made a successful bid for the homesteaders and settlers trade. In later years when the west side of the city began to go ahead by leaps and bounds, he catered to the builders' and contractors' trade. Gradually he built up the store on the now valuable corner site, introducing the latest improvements to his stock and store until today travelers declare it to be one of the best stores in the west.

The main store is 50x70 feet, which is fitted out as an up-to-date salesroom. Two large display windows give ample scope for the display of stock, which is always carefully selected as the seasons demand. On each side of the store is a large counter, in the aisle is displayed a sample stock of ranges and heavier stock. They are always neatly arranged and never look cumbersome. Mr. Hopkins contends that having these articles constantly before customers that they attract attention, and enquiries which frequently lead to sales, In the rear of the right counter are arranged a number of shelves and drawers, the former are covered in by opening doors, on which is arranged artistically samples of the goods contained within. This arrangement is at once effective in display and facilitates the locating of stock and economizes space. Large show cases in front of the store contain the better class of goods. The left side of the store is devoted to kitchen utensils, tinware, graniteware, lamps, etc., shown on open shelves running the full length of the store. Farther down the counter is shown the lighter class of farming tools, in the rear is a series of shelving devoted to paints and glass.

In the rear of the store is the tinshop, 24x60 feet. A large warehouse in connection with the store, consisting of a ground floor and upper storey, is used for the storing of iron bedsteads, springs and mattresses, and reserve stock of tinware. The lower floor contains the heavier goods such as pumps, stoves, building papers, furnaces and slushers. A back warehouse, 12x36 feet, is used for the storing of blacksmiths' coal and iron. In the near future an addition to the store will be made of some 60 feet.

Mr. Hopkins, besides being a hardware merchant, is a practical farmer, having

Commendable shelving, lamp display and general arrangement of Hopkins' hardware store at Saskatoon.

this year one thousand acres seeded in the famous Goose Lake district. This knowledge of farming affairs enables him to cater successfully to the farmers' trade. Half-page advertisements are carried in the weekly papers which reach the farmers and he writes up his goods in a salesmanlike manner. He knows the goods which are required and with this practical knowledge he seldom makes a mistake in the selection of his stock. Travelers declare that they can sell Mr. Hopkins a car-load of goods quicker than to any other man in the west.

Mr. Hopkins is of a genial disposition and any one approaching him on a matter of business is always assured of an intelligent and appreciative hearing. To serve his customers' interests is always predominant in his purchasing. As an alderman of the city of Saskatoon, he has done grand work, practical in his dealings he has won the confidence of the trade.

In making an earnest bid for the furnace trade, Mr. Hopkins recently carried double-page ads. in the local daily papers, showing cuts of the furnaces he carries and also showing the houses and buildings in which he had installed furnaces last year. Testimonials from many of his customers were also printed, and altogether it made one of the most confidence-inspiring ads ever seen in the west. This enterprise is appreciated by the citizens of Saskatoon and Mr. Hopkins regards his efforts as essential to doing business against the increasing competition from encroaching outside firms. No efforts are spared to secure business along legitimate lines. It took vim and dash to build up his business and wholesalers recognize him as a man of unusual ability and enterprise.

ALD. W. HOPKINS, SASKATOON,
Views of whose fine hardware store are shown on these pages.

CONCENTRATE UPON THE SALE ON HAND.

It is a mighty good rule to never talk about a competitor. There is a little bit of logic which says: A wise man talks about the virtues of that which he has to sell, a vain man talks about himself, and a fool talks about his competitor.

There is never a cent made by telling your customers what a competitor is doing. If they insist on telling you what he is doing, it is a good policy to listen to it all, and then when it comes time for you to express an opinion, merely pass the matter over as of little consequence and proceed to interest them in what you are selling.

So long as you have the ear of the customer, you have the advantage over all competition, and it is your duty to proceed to fill that ear with the kind of information which will convince its owner that he must buy the identical thing which you have to sell, not only because it will exactly fill his needs, but because he wants to buy it of you, so you can get the benefit from his trading. That is the feeling everyone who sells goods should strive to create. It makes no difference what your competitor says, when you once create that feeling, and you can only succeed in accomplishing this object by concentrating your entire attention on the matter in hand, forgetting all about your competitor, and letting him take care of himself, while you land the order.—

Neat enamelware display in Hopkins'' hardware store at Saskatoon

Electric and Lighting Progress

NEW LIGHTING FIXTURES.

A well-known firm of electrical contractors in Montreal, Scott & Rubenstein, have recently put upon the Montreal market a new and splendid line of electric fixtures and globes, manufactured by the Toledo Chandelier Mfg. Co., Toledo, Ohio. These lights are winning a high reputation already and are being used in several large and important installations awarded to Scott & Rubenstein. Amongst the contracts are the new Turkish Bath hotel, the Westmount public school, Williams & Wilson's new warehouse, the Gorham building, Emmanuel church, the Montreal stock yards, and the Grothe building.

The most important and valuable of these is the new Turkish Bath hotel. One of the features of this installation is two electric cabinets, which, exclusive of the wiring, cost $800 each.

MORE ECONOMICAL LIGHTING.

During the past year there has been greater advances in the field of artificial illumination than ever before. The Canadian Westinghouse Company are now manufacturing in Hamilton the Nernst lamp, the particular features of which appealing to the manufacturer or merchant are its low current consumption. low cost of maintenance, downward distribution of light—brilliant, without flicker, perfectly steady and of daylight quality. The current consumed by this lamp is just one-half that taken by the ordinary incandescent lamps, and about 25 per cent. less than that of arc lamps.

The Marshall Field Co., of Chicago, the largest store in the world, have replaced 40,000 incandescent lights with the Nernst lamps. The Pennsylvania Railway Company have over a quarter million dollars' worth of these lamps on order, replacing both incandescent and arc lamps.

GAS BURNER.

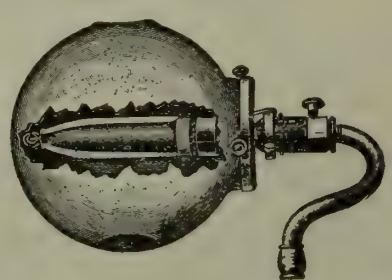
G. S. Andrews, Butler, Pa., has patented some improvements to incandescent gas burners. The invention relates more particularly to construction and means for supporting the various parts going to make up the burners. The object is to so construct and connect the various parts that any of them may be removed for the purpose of cleaning or to permit the insertion of new parts without interfering with or removing adjacent or coacting parts.

HEATER WITH LAMP OR GAS LIGHT.

The Giant Heater Company, manufacturers of the Giant heater, a heating device to be used in connection with a gas light or oil lamp, 66-68 Monmouth St., Springfield, Mass., describe their product briefly in literature furnished the trade. This unique heater consists of a sheet metal globe with an inner sheet metal cone finished in brass or other material in attractive style. When used in connection with lamps there is a wire frame fitting on the lamp chimney arranged to permit the products of combustion to pass through the heater freely. The heat thus imparted to the cone is radiated to the outer globe, offering a large amount of heated surface for the air to come in contact with in passing through it. To further increase the heating efficiency and the circulation of air a series of holes is arranged in the bottom of the outer globe for the air to pass out, for the purpose of according the freest possible movement for the air. The Globe heater may be used in connection with incandescent gas lights as well as ordinary gas burners or oil lamps, and, it is explained, the heater in no way interferes with the illumination.

THE "TUBUS" LIGHT.

The "Tubus" Economy light is a new light being put on the market by the Citizens' Gas Control Co., Montreal. It is a new departure in lighting apparatus, possessing 165 actual candle power, using only 3¼ cubic feet of gas per hour. It casts no downward shadows, has twice the efficiency of ordinary incandescent gas lights, and three times that of the inverted lights. Being horizontal in form, the light is produced by a multitude of flames burning downward which completely illuminate the mantle its entire length, resulting in increased light in every direction, but especially downward. The lamp is very easily put together. A cut of this lamp is herewith reproduced.



The Tubus Light.

GAS LIGHTING 80 YEARS AGO.

It is now eighty years since gas was introduced into Berlin. On September 14, 1826, the Unter den Linden appeared for the first time under what was then called the blinding light of the gas burners of the period. Hanover and Hamburg had preceded Berlin, and Dresden followed in 1828. Curiously, in Dresden they made so much of the new illuminant that they made all arrangements and then waited until an heir to the throne should be born. When he—afterwards King Albert of Saxony—drew breath, the gas was lit and the streets illuminated amid great rejoicings.

Street lighting was, however, opposed at the time on theological grounds, as being a presumptuous thwarting of the intentions of Providence, which had appointed darkness for the hours of night; on the ground of objections to taxation in any form; on medical grounds, gas and oil being unwholesome and it being a bad thing to encourage people to wander about after dark and catch cold; on moral philosophic grounds, people's ethical standard of conduct being lowered by gas lighting in the streets, for the drunkard would feel there was no hurry to go home, and late sweethearting would be encouraged, whereas black darkness sent people home early and thus preserved them from a multitude of sins; on police grounds, as the lighting would make horses shy and thieves alert; on political economy grounds having in view the money which would have to go out of the country for coal and oil; and on the patriotic ground that national illuminations would lose their stimulating effect if there was a quasi-illumination every night of the week, year in and year out.—The Gas World.

LAMP BURNER.

G. W. Gibbs, Ronceverte, W. Va., has invented a lamp burner of that type which is provided with extinguishing attachments. The inventor eliminates the difficulty of preventing the destruction of balance of flame, by forming a closed pocket for the extinguisher, which pocket opens upwardly through the forminated base plate to house and contain the extinguisher and give room for its play, without any passage for the uprising current of air.

A HARDWARE SIDE LINE.

Electrical goods belong to the hardwareman in every town where there is not an exclusive store for them—and that means about every place but the largest cities. Door bell outfits are found to be good sellers in all communities. An ingenious boy recently made quite a little pocket money buying and installing electric door bells in a small town. Why not encourage some young man in your town to do this?

THE READY PUMP.

William Barclay Parsons, the famous engineer, is a foe to scamped work, and at a recent dinner in New York he said:

"That man is most unwise who tries to get his work done cheap. Cheap work can always be secured, but the quality of such work is on its face——"

Mr. Parsons, smiling, interrupted himself to tell a story.

"There was a man," he said, "who entered a dairy and asked how much the milk was.

"'Ten cents a quart, sir,' the young woman behind the counter answered.

"The man looked disappointed.

"'Haven't you any for six cents?' he asked.

"'No,' said the young woman, 'but,' she added, 'we can soon make you some.'"

HARDWARE TRADE GOSSIP

Ontario.

Chas. C. Sellers is opening up a new hardware store at 1166 Queen street west, Toronto.

Chas. Hoschall, buyer for J. T. Henderson, hardware merchant, Niagara Falls, Ont., was in Toronto last week.

Adolph Henry, of J. Henry & Son, Orono, was a caller at the Toronto office of Hardware and Metal on Saturday last.

E. Edwin Johnston, of Landsdowne, was married on October 22, to Mabel Marguerite, daughter of Mr. and Mrs. A. Greer, of Lyn.

W. H. McArthur, a Toronto hardware merchant, was fined $10 and costs last week, for selling ammunition to an eight-year-old boy.

A. D. Kennelly, manager of the Toronto branch of the McClary Manufacturing Company, who has been confined to his home, for the past week, is around again.

R. J. Bruce, hardware merchant, Toronto Junction, who has been suffering from ill-health for some time, has left that city for a couple of weeks' rest from business.

Walter Tyzach, of the firm of Needham, Veall & Tyzach, Sheffield, England, has been paying an extensive visit to Canada, and speaks very hopefully as to her future.

Chas. F. Smallpiece, of Lewis Bros., wholesale hardware merchants, Montreal, has returned from his southern trip and is now doing a few days shooting in Northern Ontario.

The following Ontario hardware merchants were noticed in Toronto during the week: J. A. Beattie, Ridgetown; N. A. Malkin, Malton; Jas. Ley, Ellesmere; L. A. Whitmore, Edgley.

Geo. May, of the hardware firm of May Bros., Toronto Junction, who for some weeks has been suffering from an attack of typhoid fever at the home of his parents, Creelmore, has again returned to business.

V. E. Hunt, who purchased one of Tweed's hardware stores last February, called at the office of Hardware and Metal, Toronto, on Wednesday. Mr. Hunt reports business in his section quite satisfactory, although collections are somewhat slow.

R. W. Williams, the northern Ontario representative of the Galt Down Draft Furnace Company, was a caller at the Toronto office of Hardware and Metal on Monday last. Mr. Williams reports heating business very brisk, in the Cobalt district particularly.

It is rumored that the numerous friends of R. C. Wilkins, Montreal, have slated him for a candidate for president of the Dominion Commercial Travelers' Association. The nominations will be held on Nov. 9th, and the elections during the first week in December.

Fire, believed to have been caused by defective electric wires, damaged the tool-house of the James Morrison Brass Manufacturing Company's works, Toronto, on Tuesday, to the extent of $2,000, with full insurance. There will be no interruption to business, the firm having this week completed arrangements to move into their new fire-proof building on Pearl street.

The Canada Cordage Company, Montreal, a creditor for $912, has been refused a winding-up order for the Farmers' Manufacturing and Supply Company, Durham, Ont. The Supply Company is capitalized at $200,000, and assigned in August last. Shareholders are endeavoring, however, to reorganize the concern.

The application of the Latchford Hardware Company, to wind up the business of the Canada Consolidated Mineral Company, Ottawa, has been held over for a week. The Mineral Company has a large capitalization, but through internal difficulties, is unable to pay the small account due the Latchford Hardware Company.

Thos. Dexter, president of the Canadian Wholesale Hardware Association, accompanied by Jas. Hardy, secretary, and H. T. Hunter, manager of Hardware and Metal, is attending the convention of the American Wholesale Hardware Association, at Atlantic City, this week. The three gentlemen are accompanied by their wives, the social features of the Atlantic City gathering being very attractive.

James Hamilton, managing director of Wm. Tudhope & Son, Ltd., iron manufacturers, Coatbridge, Scotland, was a caller at the Toronto office of Hardware and Metal, a few days ago. Mr. Hamilton is in Canada looking over the field with the intention of introducing bar iron, etc., made by his company, to the Canadian market. He finds that prospects for business at the present time are none too bright, but has been given assurances that business will be placed with Scottish makers, if Canadian manufacturers are unable to supply the demand in future.

Quebec.

Geo. James, of James & Reid, Perth, Ont., was in Montreal this week.

A. McFarlane, manufacturers' agent, Montreal, has gone to Winnipeg for a few weeks.

J. P. Schell, of Alexandria and C. O. Gervais, St. John, were callers in Montreal last week.

T. McA. McAvity, representing T. McAvity & Sons, St. John, is in Montreal this week.

J. H. Plummer, president of the Dominion Iron and Steel Co., sailed for Europe last week.

The Montreal Hardware firm of Dubois, Lopierre & Bourbonnais, have made an assignment.

H. Mortimer, Toronto, representative of the Ontario Silver Co., Niagara Falls, was in Montreal this week.

H. Moulden, representing the Taylor-Forbes Co., Guelph, was calling on the trade in Montreal this week.

H. W. Benedict, Montreal, manager of the Standard Paint Co., became this week the proud father of a daughter.

L. C. Rugen, general superintendent of the Standard Paint Co., Montreal, left this week for his home in New York City.

W. R. Stavert, Montreal, manager of Jenkins Bros., valve manufacturers, at Boston, has left on a trip to Fredericton, N.B.

T. H. Jordan, director of A. C. Leslie & Co., Montreal, has been admitted to the membership of the Montreal Board of Trade.

The firm of Amiot, Lecours & Lariviere, Montreal, hardware merchants, have renovated their offices which have now an appearance unexcelled in simple elegance.

Amongst the manufacturers' representatives in Montreal this week were: Mr. Wagman, of Yale & Towne, New York City; Mr. Porter, of the Bissel Carpet-sweeper Co., Grand Rapids, Mich.; H. A. Croxell, of the National Hardware Co., Orillia.

R. B. Coulson, a well-known representative of the Dominion Wire Manufacturing Co., Montreal, and who has been confined to his home with a prolonged illness, has again resumed his duties "on the road." His many friends are pleased to see him out again.

Western Canada.

Bloomer Bros., hardware merchants, Edmonton, have established a branch of their business in the north end of that city.

Brown & Mitchell, hardware merchants, Carberry, Man., are negotiating for the sale of their business to S. W. Taylor.

The Ogilvie Hardware Company, have removed from the corner of Yates and Broad streets, Victoria, B.C., to new quarters in the Mahon block, Government street. The development of this company's business during the past year has been remarkable, many new departments having been established. A feature of the arrangement of the new store is the absence of counters.

Maritime Provinces.

With the assistance of their Halifax agents, Messrs. H. B. Clarke & Son, the Martel-Stewart Co., Limited, of Montreal, made a most attractive exhibit of electric signs at that exhibition. This exhibit was given a silver medal for originality and artistic work, by the Government Commission, a just tribute to the firm's progress in electric sign manufacture.

An architect in Frankfort, Germany, has been granted a patent for an invention for manufacturing glass telephone and telegraph poles. One of the principal advantages of these poles will be their use in tropical countries where wooden poles are soon destroyed by insects and where climatic conditions prove ruinous to wood.

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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HOLIDAY NEXT WEEK.

Owing to Thursday of next week being Thanksgiving Day, advertisers and correspondents are requested to forward all matter for next week's issue, one day earlier than usual, in order to secure publication in the usual positions. The advertising and reading pages will be closed on Wednesday afternoon, and no matter can be accepted after Wednesday morning.

OPTIMISM IN A FALLING MARKET

Personal contact with a large number of manufacturers in New England in a wide diversity of metal lines the past fortnight, says the Iron Age of Oct. 17, has revealed the significant fact that without a notable exception every one is exceedingly cheerful in the face of a materially diminished volume of new orders. Each believes that his own attitude is affecting the market by curtailing the demand, for he is buying his raw materials carefully, and usually from hand to mouth, waiting until he can feel sure that prices have been readjusted to a new basis. Each manufacturer also realizes that his own customers are holding back for the same reason. There is a complete understanding that stocks of raw materials and supplies are being greatly reduced, but that in spite of this fact current wants are totalling no inconsiderable volume of new business. The feeling is that nothing is wrong with basic conditions of the country and of the foreign market; that the influences that are affecting the market are artificial, and, on the whole, superficial.

Going back to certain speculative influences, notably in copper, these manufacturers argue that a drop in prices has resulted in an inevitable cessation of buying, not only in this country but in Europe, where customers are showing a tendency to wait before placing orders for American manufactured products, for the same reasons that have affected the market at home. It is believed that the present period of unrest is already nearing its end; that the trade dampering atmosphere is clearing away. When this new condition of business shall have arrived there will be need of replenishing depleted stocks by heavy purchases in every line of manufactured product, each industry helping the other, and the merchant and consumer helping them all.

NEEDLESS KNOCKING.

Western Canada has had to stand much needless and senseless knocking during the last six months, and the fact that it has survived this experience with so little hurt is the best proof of its stability. It is now possible to estimate the real situation, with a fair degree of accuracy, and everyone knows now that there is no reason for alarm. The crop is smaller than last year, but it is worth quite as much money, while the expense of handling it is much smaller than last year. Moreover, being a small crop, it can be handled promptly by the railways, and the farmer wil get his money with very little delay. This has been an unfavorable year the world over, but in spite of adverse circumstances, the West has come through it remarkably well.

The knockers were wrong, but they did their utmost to make trouble. Surely the experience of this year will go a long way towards discounting their pessimism in years to come.

THAT HORSESHOE CONTRACT.

Hardware and Metal recently announced that of the four horseshoe manufacturers, only one, the Portland Rolling Mills, St. John, N.B., informed us that they had been notified by the Canadian Department of Trade and Commerce of the fact that the British Government War Department was about to place a large contract for horseshoes. The Trade and Commerce officials now write stating that the firm in question are "not prepared to state through what office the information reached them in connection with tenders for 200,000 horseshoes for the British Government." They ask that this announcement be made in justice to the Department.

The fact that Canadian Government officials failed to secure information from the British War Department regarding the probable letting of this contract, or, if they knew of the opportunity for business, that they failed to notify all Canadian makers of horseshoes, indicates clearly that there is a weakness in the organization in the Trade and Commerce Department, and it is hoped that the incident will result in the strengthening of the weak point.

The fact, too, that the British Government officials overlooked Canadian manufacturers in seeking tenders for work to be done outside the United Kingdom, is something which should not be allowed to pass unnoticed. It is possible that Canadian manufacturers of horseshoes could not have undertaken the large contract satisfactorily, but they, at least, should have been given the opportunity of figuring on the contract. Canadian manufacturers of metal goods have willingly agreed to the British preferential tariff, which works for the benefit of British miners and metal workers. The oversight on the part of the War Department officials should be drawn to their attention so that the Canadian Trade and Commerce officials will be consulted in future instances of this kind.

THE ABOLITION OF CREDIT.

No more insistent problem confronts the retailer in Canada than the elimination of bad debts, and there is but one solution—the abolition of credit.

In the last generation the methods of business have entirely changed. Transportation systems have annihilated distances; catalogues have supplemented samples, and the facilities for doing every kind of business have increased enormously.

When we consider the conditions on the North American continent, the great momentum that exchange or trade has acquired is easily explained. Nearly one hundred million of the most energetic people on the earth are engaged for the most part in business, each animated with an intense desire to produce—a people to whom Carlyle's essay on work would be superfluous reading.

Holding the commanding positions in this vast army of workers are the huge consolidations or trusts with practically unlimited resources. These shade down

to the small joint stock companies, which, as a rule, are one man companies, and at the end of the chain we have the final distributor, the retailer.

As a matter of simple reason it would be logical to suppose that the conditions of credit exacted so vigorously by the trusts would be carried through all ranks of the commercial world, but the reverse is the case, and we find that the last link of the chain is weakest, and the retailer smallest in resources is the one most lax in the respect to his credit.

Examine the bad or doubtful accounts of our large institutions which issue annual statements and note the comparatively insignificant proportions compared with business transacted. The writer has in mind a huge industrial concern whose bad debts amounted to one thousandth part of one per cent. two years ago. We venture to say that not one retailer in America, doing a credit business, could make such a showing.

During the early periods of the country, when trade was not highly organized, credit may have been necessary, but to-day it is more than unnecessary —it is suicidal.

If the retailer wishes to be a leader, and if he desires to serve the entire trade of his district, he must rigorously exact the cash payment, otherwise the mail order house, the larger centres, will absorb the best of his trade, and he earns, instead of a competency, a bare living, instead of an establishment, a precarious business.

BE CAREFUL WITH NAMES.

A reader of this paper draws attention to the carelessness with which many business houses handle firm names. For some weeks the reader has been watching his mail and has been surprised at the number of times his name has been mis-spelled. The evil, he says, is far greater amongst his Canadian correspondents than amongst writers in the United States, more attention being paid to the proper spelling of firm names across the line.

Jobbing houses are, he says, amongst the greatest offenders, one house with which he has been dealing for over 30 years persisting in spelling his name "Johnston," although all his printed matter reads "Johnson." "If I signed my cheques and drafts as carelessly as these business houses write their addresses," writes our correspondent, "it would be necessary for them to hunt around for some one who would pay the accounts."

The points are well taken. It is undoubtedly annoying to receive nine out of ten letters with the address wrongly spelled. Many of the errors are made, probably, in dictating letters to stenographers, but the instance given by the correspondent of a firm continuing to address a customer wrongly after a thirty years' business connection shows gross carelessness, as hundreds of letters must have been received containing letterheads, etc., on which the customer's name was correctly spelled.

Most men are particular about the spelling of their names and all merchants and employes of business houses should take particular care to make no mistake when addressing customers in correspondence or in personal conversation.

A TIME FOR KEEPING COOL.

Whether the derangement started by disclosures affecting the Mercantile Bank and the Knickerbocker Trust Company is to spread into financial disaster depends much upon the temper of the public, as well as the spirit of the financial community, says the New York Journal of Commerce. It is a time for keeping as cool and calm as possible and acting with prudence. Most of our financial institutions are undoubtedly sound and safe, and can do much to sustain the whole fabric of credit and carry it safely through if they are not harrassed by importunate and unreasonable demands. Nothing is worse than precipitate "runs," for no bank can be instantly prepared for these.

Many industries in Canada will close down temporarily, and in the industrial centres business will suffer considerably, but Canada, as a whole, is in a very favored position to withstand any financial troubles in the American stock markets. Canadian hardwaremen should act cautiously and endeavor to reassure, rather than excite, public sentiment in their localities.

TIN AND STEEL COMBINATION

An interesting development of the Welsh tin plate business has been the recent decision of all the tin plate producers to embark in the steel manufacturing business. Having successfully withstood the assault of the Americans on the tin plate business and in spite of the McKinley tariff built up a larger business than ever, the tin plate producers have recently commenced to make steel for their own consumption.

Having found that they can make steel cheaper than they can buy it, eighty tin plate mills have formed a steel making combination, and will establish an immense plant to produce the supplies they require. Tin plate is composed of thin sheet steel coated with tin and the cheapening of the supply of steel is expected to increase the markets of the tin plate mills one hundred per cent.

DESERVED CRITICISM.

The following from a recent issue of "Success" is a richly deserved criticism of the postal regulations affecting the postage charged on United States publications coming into Canada, which went into force in May last:

"We cannot bear expressing to our Canadian subscribers our condolence upon the recently adopted policy of their government. The new postal convention between the United States and Canada, which was forced upon the United States by the Canadian Government, means that the great magazines of America will have to pay from forty to seventy-five cents per annum more for postage than they have paid hitherto. The result is obvious—the subscription price must be raised to Canadian subscribers. By a most curious and amusing paradox, the extra money which the Canadian subscriber pays goes into the treasury, not of Canada, but of the United States. In other words, a thousand American magazines pay to the United States Government the extra postage money on magazines going into Canada, while a bare half-dozen Canadian magazines, of practicallly no circulation in the United States, pay to the Canadian Government the increased rate on their limited American circulation. It is the Canadian citizen who pays the piper, and he contributes an enormous sum annually to the revenue of the American Government."

ADVERTISING MAKES TOWN GO.

A writer in Printer's Ink makes an interesting diagnosis of the reason why some towns are "slow." He says: "Anybody who has had experience traveling among the small cities and towns of this country knows that wide differences are seen between places of the same population and in much the same locality, and enjoying what would seem to be equal opportunities for trade. One place of 10,000 people, for instance, will be thoroughly alive, its shops bright, its people brisk, and prosperity apparent on every hand. Another, perhaps but 25 miles away, will be thoroughly dead, its stores deserted, dull, dusty, its people given to the habit of cracker-box conversation. In one town it is a pleasure to step off the train and look for business, while in the second an experienced traveling man has no sooner alighted than he wants to know the time of the next train out."

The diagnosis is ridiculously simple. In one, the newspapers encourage live advertising by charging a rate which includes setting up new ads. as often as the merchant cares to change. In the other, an antiquated rate system is in vogue, making a low charge for space and an extra charge for every change of advertisement. It's just worth while considering what good live advertising by the merchants does for a town and its trade.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Antimony—Unchanged.
Copper—Weak.
Linseed Oil—Steady.
Soil Pipe and Fittings—A new list issued.
Tin—Continues to decline.

Toronto.

Soil Pipe—New list issued.
Copper—Again quoted lower.
Tin—Market still weak.
Linseed Oil—Advance not maintained.
Bolts—Large sizes 10 per cent lower.

TORONTO HARDWARE MARKETS.

Toronto, Oct. 25.—Trade throughout the local hardware markets continues good, and a steady autumn business has been transacted by Toronto jobbers during the week. The western demand for hardware has strengthened considerably during the past fortnight, the high price of wheat having done much to lessen the financial stringency in that part of the Dominion. Orders for future delivery, however, are not up to the mark for this time of the year, and many retailers are apparently buying only for present needs, in anticipation of lower prices on many lines before spring. Since the money scarcity began, collections have been rather unsatisfactory and there is a general tendency on the part of jobbers to discourage the prolonging of credits. While this may fall hard on a few merchants, who have got into deep water through unwise speculation, it is, nevertheless, a wise policy, for in the past credit sales have been encouraged too much and a return toward a cash basis will ultimately benefit both jobber and retailer alike.

Screws—Supplies have considerably improved during the past week, but the most popular gauges in $\frac{3}{8}$, $\frac{5}{8}$, $\frac{3}{4}$, 1 and $2\frac{1}{2}$-inch screws are still very hard to procure. The demand is strong and quotations are unchanged.

Wire Nails—A healthy demand has sprung up for wire nails of late and many heavy orders have been booked during the week. As an evidence that supplies are quite satisfactory, the manager of a large jobbing house stated today that his firm have lately been fortunate enough to secure a supply of $1\frac{1}{8}$-inch special lath nails, after having had none in stock for a year. Prices are firm and unchanged.

Wire—Little activity prevails in wire though a few orders for hay-baling purposes have been received during the week. It is not expected that business in wire will again grow active until the beginning of the new year.

Bolts and Nuts—A strong demand exists and supplies, which have been very low for some weeks, are now much better. A reduction of 10 per cent. has been made on the larger sizes of bolts. Sizes 7-16-inch and upwards are now quoted at 55, 10 and 5 per cent. off list, instead of 55 and 5 off as formerly.

Sporting Goods—The fall rush is now at its height, and the sale of guns, rifles and ammunition is exceptionally heavy. The great demand for automatic rifles has caused a slight scarcity and deliveries from the factories cannot be had with any degree of promptness. Shooters' coats, caps, boots and ammunition girdles are having an enormous sale and supplies of ammunition are none too satisfactory, in face of the heavy call. On account of the prevailing high price of furs, an unusually heavy demand for animal traps is anticipated and retailers in trapping centres will do well to order accordingly.

Builders' Hardware and Supplies—The unusually heavy demand for builders' hardware, which has marked the whole season, still prevails, due to the enormous number of buildings which are nearing completion all over the country. Cement is having an unprecedented sale, but deliveries are very slow on account of the lamentable scarcity of cars. Prices are unchanged.

Fall Goods—Lamps are in strong demand and the season's business promises to be heavy. Cutlery and silverware are moving fast and a prominent hardware merchant in a western Ontario city informed Hardware and Metal this week that it was really surprising to notice the wedding-present trade that an attractive window of cutlery and cased goods will draw at this season of the year.

MONTREAL HARDWARE MARKETS

Montreal, Oct. 26.—Despite the serious condition of the financial market and the ominous reports being circulated by alarmists, a very satisfactory volume of business is being transacted by both the manufacturers and jobbers of hardware lines. When hardware jobbers and makers say with one accord, "We have all the business we can take care of," the only inference is that conditions are as satisfactory as may be desired.

The two severe shocks felt in financial circles during the past week have not been without their effects and a third shock might have the effect of temporarily crippling commercial transactions.

Manufacturers, jobbers and retailers of hardware are anxiously and hopefully awaiting the glad time when the Western crops shall have been moved and the money will be in the possession of the farmers. Then and not until then will there be the activity characteristic of the fall and winter season.

Screws—Consumers continue to experience great difficulty in procuring certain sizes, especially the smaller. At present the manufacturers are not at all hopeful of getting ahead of the demand before the latter part of January or February. As the demand is steady the factories at present are afforded no opportunity whatever of laying up a reserve stock. Quotations continue firm and unchanged.

Bright Wire Goods—Up until the close of navigation on or about Nov. 1 the local factories will be busily engaged filling and delivering Western orders. Supplies are not over-abundant and the local demand is moderate. Quotations are firm and unchanged.

Stoves and Ranges—Fall and winter orders have been well booked-up and the makers are busy filling and delivering these orders. An enormous number of orders have been taken and the factories are finding it difficult to deliver shipments promptly and completely.

Sporting Goods—Guns and rifles have fallen off slightly in demand, but the call for ammunition is still very active. Hockey and curling supplies are in active call and it is expected that a record volume of business will be transacted this season.

Cutlery and Silverware—Not much confidence is yet expressed by consumers and until financial conditions are more satisfactory it is certain little activity will be noticed.

Fall Goods—Are moving rapidly and a healthy business is being done. The increased activity in new districts has done much to stimulate the call for these goods, especially lumbermen's and prospectors' supplies.

MONTREAL METAL MARKETS.

Montreal, Oct. 25.—A moderate activity is being maintained in local metal circles, but all orders are characterized by a cautious conservatism, consumers in a number of cases buying only hand-to-mouth quantities for immediate consumption. The buying public are not yet disposed to commit themselves for remote future deliveries and as yet few have booked orders for delivery by the winter steamship route.

The serious depression existent in almost every line of metal has now been of such duration that local dealers are becoming somewhat discouraged and bitter dissatisfaction is prevalent. Recent developments in the speculative markets have revealed how flimsy and precarious the condition the Eastern "ticker" circles were in. A little reflection on the part of local merchants will show that the present condition of the market is only temporal and superficial, being based on the value of currency rather than on the real market value of the metals.

Pig Iron—A very satisfactory volume of business is being transacted. It is not expected, however, that much more business will be done before January other than the delivery and distribution of shipments from Great Britain. A large majority of the consumers have now received their supplies. As they

have not been disposed to buy large supplies, there still being considerable uncertainty in the market, their supplies are only for immediate consumption and it will, therefore, not take long to deplete them. Until these supplies have been considerably depleted there will be little buying done. According to the Iron Age (Oct. 17) last week was the dullest in the American market thus far this year.

There has been a little weakening in the British market. Owing to a strong continental competition some English and Scotch producers have been making slight concessions. The demand for iron has been strong, Canadian interests showing up prominently. Strictly No. 1 grades both of English and Scotch are not available. The foundries are all actively engaged and are producing a satisfactory quantity of high-grade metal. Quotations in the local market are firm and unchanged: Middlesboro, No. 1, $21.50; No. 2, $20.50; Summerlee, $25.50.

Antimony—Remains steady and unchanged in local circles. The American prices are a little higher. Little business is being done and producers are disposed to offer concessions for heavy orders. Considerable buying has been done in the local market.

Ingot Tin—Is still declining, a further mark-down of £4 being noted in the English market. Some activity is noticeable in the local markets, although it is still unsatisfactory from the dealers' viewpoint.

Lead—There has been a good deal of fluctuation in the English quotations. A week ago it had advanced 5s. and latest despatches state that it has receded 5s. Considerable doubt is expressed in the market and not much buying is being done.

Spelter—A moderate demand exists locally and quotations are firm and unchanged. The market at St. Louis is firmer than it has been for some time. The foreign quotation continues at £22. It is rumored that American prices are being controlled to some degree, by a number of the leading Western producers.

Copper—Very little activity prevails in local circles. The foreign demand is very satisfactory. A serious depression characterizes the American market owing to the stringency and uncertainty existing in financial circles. Even now, with Electrolytic established on a 13-cent basis, not much activity is noticeable and some dealers are willing to make concessions to induce heavy buying. Dealers have the satisfaction of knowing that although the price ruling six months ago has been cut in two the present price cannot be cut much.

Old Materials—Owing to the uncertainty existing in the new metals much hesitancy is expressed by local old metal dealers and very little business is being transacted. Scrap iron is unchanged. Heavy copper and wire, 12c; light copper, 11c; heavy red brass, 11c; heavy yellow brass 8c; light brass, 6c; tea lead, 3½c; heavy lead, 3¾c; scrap zinc, 3c; malleable and steel, $9.

TORONTO METAL MARKETS.

Toronto, Oct. 25.—A reaction has developed and while it would be foolish to prophesy that copper and tin have found their level, the fact is, that the low prices now prevailing are encouraging buying to a considerable extent. In both of these metals a reaction took place this week and prices appear to be much firmer than at the beginning of the week.

The situation this fall is decidedly different from that existing a year ago when buyers were booking orders for delivery from six to nine months ahead and supplies in several metals were exceedingly hard to get. To-day business is only of a hand-to-mouth character with few orders for pig iron placed for the first quarter of 1908. One encouraging feature, however, is the small quantities of copper and tin in manufacturers' hands, this meaning that buying for immediate consumption must go on and as soon as the market shows signs of having reached a turning point large orders will be placed.

The break on Wall Street this week has had little bearing on the local metal market, the weakness in New York having done all the harm it could some weeks ago. Buying has been very cautiously done for some time.

Pig Iron—Locally, sales are reported in fair quantities with some 1908 first quarter bookings. The market keeps firm despite the weakness in the States. The cargo of iron from Port Arthur referred to two weeks ago, was unloaded in Toronto this week and will help to supply present needs of local consumers. The exports of British pig iron from the Cleveland district in September were 130,326 tons, this year's monthly average being 151,000 tons. The total shipments to oversea destinations were 84,030 tons in September, whereas in June last they reached 134,044 tons. The nine months' exports have reached 1,359,580 tons—by far the best on record, the nearest approach to these figures being 1,096,004 tons last year, but the return for 1905 was little more than half that for the current year. The average shipment for the first nine months of the last ten years has been 932,000 tons. Almost that much has been sent away this year on oversea account alone. Germany has had 386,602 tons, United States of America and Canada 248,981 tons, Scotland 313,935 tons and Italy 92,727 tons.

Copper—In New York prices hovered around 12½ cents the early part of the week and a 12-cent market appeared to be in sight. Buying was encouraged and a slight reaction developed on Thursday. The same situation exists locally, with some sales at about 13½ cents for casting ingots in carload lots. Buying was stimulated and some good sales were reported. While 12-cent copper may not develop it is interesting to note that this is under the average price prevailing during the last twenty years, which was 13.70c for lake. In 1887, the year of the Secretan syndicate, while copper sold as high as 17¾c, the average price was only 13 15-16c. In 1888, the average price was 16⅝c; in 1889, when the syndicate collapsed, while copper sold as high as 17½c and as low as 11c, the price was 14¼c. During the succeeding years the average prices were as follows: 1890, 15⅝c; 1892, 11 7-16c; 1893, 10 15-16c; 1894, 9⅝c—the lowest point ever being 9c in that year; 1895, 11c; 1896, 10¾c; 1897, 11⅜c; 1898, 11⅞c; 1899, 16⅜c; 1900, 16⅝c; 1901, 16¾c; 1902, 11⅞c; 1903, 13⅝c; 1904, 13⅛c; 1905, 15⅞c; 1906, 19⅝c—highest price 26c—1907, 18½c.

Tin—the situation is more satisfactory than a week ago, the week having developed a strengthening movement in the London market with prices much higher on futures. In New York buying is very limited at about 31 cents for ingots, a further decline being looked for by consumers. Only about 40 per cent (95 out of 242) of the tin plate mills in the States are now in operation, the steel corporation having gradually been closing the mills since July last.

Lead, antimony and spelter show little change during the week, prices being firm and a satisfactory business being done.

Sheet Metals—Conditions are about the same as last reported. The condition of the market is not such as to encourage a buying movement and next season's bookings are consequently being delayed until the market develops more stability.

Old Materials—Trade is inactive with prices of old copper and brass lower. On scrap iron and lead, however, prices are maintained and business is as satisfactory as can be expected.

U. S. METAL MARKETS.

Cleveland, O., Oct. 24.—The Iron Trade Review to-day says:

The past week has developed additional evidence that the iron trade is preparing for a period when the production of furnaces and mills will be considerably curtailed. The continued abstention of the railroads from placing important orders is a factor of no small significance, and is attributed largely to financial conditions. Railroads complain of high prices of equipment, especially for cars, and these high prices, together with the inability to float loans except at high rates of interest have brought about a very decided slackening in orders, and there is no prospect of improvement in the near future. There is. however, nothing in actual business conditions in the iron trade to cause such alarming events as have occurred in New York and Pittsburg stock and banking circles within a few days.

New business in sheets and tin plates is light, and competition has resulted in lower sheet prices. The leading interest began last July to curtail its production of tin plate, and many mills, which it was announced were closed for repairs, have not resumed, so that less than forty per cent. of the company's capacity is now in operation. This is in marked

contrast with the policy of last year. The demand for sheet bars has declined to such an extent that their production will probably be decreased at an early date. The demand for iron and steel bars is not active, and in some places —especially in the Cleveland district, where one mill has been temporarily closed on account of shortage of orders —lower prices are being named. Prices of light rails have been decreased on sections from 16 to 45 pounds $3 per ton, and on sections less than 12 pounds $2 per ton, this being the first reduction in price since the advance of last December. Shortage of orders and competition of rerolling mills brought about the change.

THE IRON AND METAL TRADES.

New York, Oct. 24, 1907.—The Iron Age to-day says :

The happenings in the financial markets during the past few days have robbed the occurrences in the iron markets during the week under review of most of their significance. It is altogether too early to judge of the effect of the financial troubles, since their extent and scope are not yet clear, and since it is impossible to judge to what extent the manufacturing and trading interests will be affected. The suspension of three of the group of Westinghouse interests is not reassuring on the latter point. It must be observed, however, that generally speaking, the iron and metal industries have passed through a period of great prosperity and are stronger than they ever were in the history of this country. Extensions and enlargements have been conservatively made, with ample funds provided. In a few conspicuous instances new construction was suspended some time since.

Prices for finished iron and steel have been kept at a moderate level, and while they will probably be adjusted to a lessened consumption, as the occasion arises, there is no prospect of any such performances as we have witnessed in copper and in tin.

The mills are catching up on plates and sheets, and in the case of the latter some concessions are being made. The tin plate trade is dull, and mills are being closed down. A decline is looked forward to by the trade, since there has been a drop in pig tin from over 45c a pound to close to 30c a pound.

The wire trade stands forth as the one in which orders are still coming forward to the mills in almost undiminished volume.

LONDON, ENG., METAL MARKETS.

London, Oct. 23.—Cleveland warrants are quoted at 54s 6d, and Glasgow standards at 53s 3d, making prices, as compared with last week, on Cleveland warrants, 7½d higher, and on Glasgow standards 6d higher.

Tin—Spot tin opened weak at £139 10s, futures at £138 10s, and after sales of 100 tons of spot and 350 tons of futures, closed easy at £139 for spot and £138 for futures, making price as compared with last week £2 5s higher on spot, and £3 5s higher on futures.

Copper—Spot copper opened weak at £55 15s, futures at £55, and after sales of 300 tons of spot and 1,400 tons of futures, closed easy at £55 10s for spot and £55 for futures, making price as compared with last week £4 10s lower on spot and £3 15s lower on futures.

Spelter—The market closed at £21 15s, making price as compared with last week unchanged.

Lead—The market closed at £18 5s, making price as compared with last week unchanged.

COPPER MARKET SITUATION.

New York, Oct. 21.—The National Conduit & Cable Co., says : The conspicuous weakness of copper is a widely discussed topic among the trades directly interested in the movements of this metal. Wire makers and brass manufacturers have watched prices sag ever since July without any counter demonstration of strength being developed. There has been no recent buying of sufficient moment to give support to the market, and confidence has gradually given way under the depressing conditions spreading throughout business circles generally. Copper at 13 and 13½ has been more difficult of sale than at nearly twice those figures. The establishment of each new low level has only raised expectations of a further drop in prices, and notwithstanding the remarkable decline buyers remain extremely shy. In time the surplus supplies now hanging over the market will be used up, money will be more plentiful, and a corresponding improvement will take place in the copper situation. But all this will not be accomplished in a few weeks, and with the presidential year ahead of us there is nothing to indicate a sudden return to bullish conditions. It looks as if business in the United States must slow down and take the rest cure before thoroughly healthy conditions are restored. The enormous shrinkage in business is felt in every quarter engaged in the manufacture of copper products, and no satisfactory improvement seems possible until public confidence is restored in trade conditions at large.

COPPER CRASH OF 1887.

The London Economist remarks that the recent fall in copper has been abnormal, because the sharpest break in a commmodity's price "usually comes at the beginning of the decline, the remainder of the descent to a normal level being gradual," whereas "in this case, the downward movement began slowly and ended (if it has ended) precipitately." The Economist thus recalls the copper crash of 20 years ago :

"The year 1887 is perhaps the most interesting in the history of copper, Down to that year the decline in price was a normal movement, due to a reduction in the cost of mining, smelting and marketing the metal, and to the discovery and development of new and rich mines in Montana, Arizona and Canada.

"So by the middle of 1887 the outlook for the producers of copper was gloomy enough, although slightly relieved by three more encouraging features.

"These were (1) that the low price of copper was enlarging the sphere of its use; (2) that consumption was gradually, but clearly, gaining on production, although the supply was maintained; (3) that the stocks of raw material held by smelters and manufacturers, and of finished goods held by dealers and consumers, were greatly depleted. Here was a chance for a bold coup, and the opportunity was seized by a French Syndicate—the Societe des Metaux—to 'corner' the copper market and advance prices.

"The movement soon acquired such impetus that those who initiated it were able to perfect, and for a time, successfully carry out a scheme for controlling the price and supply of copper which is almost unparalleled. Within three months the syndicate more than doubled the price—Chili bars, e.g. rose from £39 15s. on Oct. 1, 1887, to £85 on New Year's day 1888, and the shares of copper mining companies advanced in the same proportion.

"Under the stimulus of high prices, the production of copper naturally increased, new mines, now brought within easy reach of markets by the completion of railways were opened, and old mines hitherto checked by the competition of stronger companies were worked to their utmost capacity; so that the total mining output increased from 224,000 tons in 1887 to 255,000 in 1888.

"Moreover, as happened during the coal strike, two other influences contributed to increase the supply or reduce the demand. Old and scrap copper, useless at 8 or 9 cents a pound, became important at 16 cents, and large quantities were pressed upon the market.

"Consumers also economized, in some cases dispensing with the use of copper altogether, in others substituting zinc and iron. In March, 1889, the crash came. The syndicate found itself not only with immense stocks of copper which it could not sell at the current prices which its operations had established, but also under obligations to take at a higher price all that the leading mines could produce.

"So the 'corner' broke down, and the Societe des Metaux was followed into ruin by the Comptoir d'Escompte —one of the largest banking institutions of France. With the collapse of the syndicate prices collapsed also, and within four weeks copper fell from £80 per ton to £35 or £40, just about the price which prevailed when the operations of the speculators began."

TO COLOR ELECTRIC LIGHT BULBS

To color electric light bulbs, beat the white of one egg to a froth and mix with one pint of soft water. Strain through a fine sieve, being very careful that no bubbles remain on the surface of the liquid. Clean and polish the bulb, and hang to dry. Half an hour later again dip the bulb and let dry. Now dissolve ten to thirty grains of powdered dye, according to the degree of shading desired, in four ounces of collodion. Plunge the bulbs therein and dry as before.

Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX DEALER'S NOVEL PLAN.

Halifax, N.S., Oct. 21.—The store dealers, tinsmiths and plumbers cannot commence to handle the business that is offering at the present time. The extremely cold weather that set in the latter part of last week has caused an unprecedented rush, and everyone is clamoring to have their orders filled and their work completed at once. The result is that some will have to wait until the rush is over. This is one great fault with the householder, who leaves everything until the last moment, and then expects to have the work done immediately. It is unfair to the business man, and as he cannot please all, it usually means the loss of trade.

* * *

Mostly all lines of hardware are very dull at present. Roofing materials are going out in quite large quantities and there has been some demand for nails and screws. Bar iron is also being sold in small lots, and the sales of horse shoes have been very good.

* * *

Clifford McLean, resident managing engineer of the Beaver Hat Gold Mining Company, in this province, who was visiting Glace Bay last week, says that good progress is being made at the mine. A ten-stamp mill with new boiler and engine was installed in the spring and crushing with it was started in July. Crushing has been going on for the past two months and 125 ounces of gold have been taken out per month.

* * *

The Boston-Richardson people are also extensively developing their property. They have started to move their old 60-stamp mill to a more favorable location on higher ground and have ten new stamps of 1,500 pounds, the heaviest type used, which they are going to add immediately, bringing them up to 70 stamps. They have also completed plans for adding 50 stamps more, giving them a 120-stamp mill. They are going to put a shaft down 1,000 feet, and are starting this work at once. Some months ago this company acquired a block of land known as East Goldbrook, and are getting very satisfactory returns from it.

* * *

The affairs of the Truro Foundry and Machine Company, which have been before the courts for some time, are being wound up, and the plant is to be sold.

* * *

The Maritime Coal and Power Company are putting in a 750-horsepower engine. The Westinghouse Company have a number of expert mechanics on the ground, installing a special generator and connecting it to the engine, and an electric switchboard in the power house, which connects it with the machinery in the town of Amherst, several miles distant.

* * *

The Seal Harbor Mining Company is talking of starting up again. The property has been closed down for some time and they are now considering plans for installing new machinery.

* * *

It is expected that the lumber cut in Nova Scotia this season will be light, owing to the slump in prices in the lumber market. Prices of lumber in the English and American market are very low at present. Since the spring there has been a drop of $4 per thousand. Inview of the existing conditions, the operators will not make any extensive cuts.

* * *

Rowland Fielding, of London, Eng., passed through Sydney last week en route for Newfoundland, where he will inspect, as consulting engineer, the mineral properties of the Harmsworths and the copper areas at Tilt Cove, the largest in the colony.

* * *

A. Moulton, representing the Maritime Paint and Varnish Company, of Halifax, has just returned from a tour of Prince Edward Island. Mr. Moulton reports business good on the island.

* * *

Cragg Bros. & Co., the Barington Street hardware dealers, in order to locate the residences of their customers, have adopted a novel scheme. With each fifty-cent purchase they are giving a numbered check. From amongst the checks given out one will be selected, the lucky holder of which will be presented with a magnificent oak cabinet of cutlery, valued at $75. The cabinet is on view in one of the firm's show windows, where it attracts considerable attention.

NEW BRUNSWICK NEWS.

St. John, N.B., Oct. 22.—The fall trade is keeping up in first-class style. There has been a big demand this year for all kinds of fall goods, especially ammunition, of which large quantities are moving out. The difficulty of getting deliveries from manufacturers is still a great source of worry. Some goods, such as carriage bolts and certain sizes of wrought iron pipe, it is almost impossible to get at all. There have been scarcely any changes in prices, nearly all goods remaining pretty firm, in common with other lines. There has been a reduction in the price of copper products, copper rivets and copper teakettles having fallen off somewhat in price. The rainy and uncertain weather has operated against the stove trade, but with the fine weather prevailing now it is picking up and sales are reported brisk.

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Fred. R. Murray, of Emerson & Fisher, who returned recently from the west, where he was attending the meeting of the Canadian Manufacturers' Association, said that in talking with western jobbers, they seemed to think that the let-up of business in the Northwest would be a good thing in one way, as it would give the manufacturers a chance to catch up with orders and level things up somewhat. Mr. Murray did not think that the let-up in the demand meant any financial depression at all, as there was too much good solid development in Canada to-day.

Business with Emerson & Fisher has been very good indeed, Mr. Murray reported, and is showing an increase month by month. Two of their specialties, for which there has been a large demand, are Ruberoid roofing, for which they are agents, and mantles and grates of their own manufacture.

* * *

The St. John River Log Driving Company finished the season's rafting operations on Wednesday. The figures are not yet available, but it is understood that the total quantity of logs rafted during the season is close to 135,000,000 feet.

* * *

The New Brunswick Southern Railway will apply at next session of Parliament for an act declaring that the railway and works of the company are for the general advantage of Canada and empowering the company to build a bridge over the St. Croix river, near St. Stephen or Milltown, at such point as the Governor-in-council approves.

* * *

Fire at Edmunston on Saturday destroyed the large general store of Murchie & Burpee, with a loss of about $23,000. The firm had only $8,500 insurance.

* * *

Messrs. Flood & Bates have been given the contract for making improvements to the military stores building and erecting an addition thereto. The contract price is in the vicinity of $20,000. Work will be commenced at once.

* * *

There is a report to the effect that the American Express Company is to withdraw from St. John and that the Dominion Express Co. will handle their business from Vanceboro to St. John.

If such an arrangement is made the merchants here, and in fact, throughout the province, will be greatly pleased, as the present condition of affairs is anything but satisfactory.

The cause of the change is said to be on account of the uncertainty of getting goods delivered here over the Shore Line, which is the only route by which the American Company can bring goods into St. John.

* * *

James H. Corbett has secured the contract for the section of the Grand Trunk Pacific Railway out of Moncton, and J. A. Schler, his superintendent, has arrived at the railway town, and will commence work at once.

* * *

At a meeting of the civic treasury board last week, it was decided to engage an accountant and engineer to obtain facts and figures as to the condition of the harbor properties. The information will be for the benefit of the harbor committee appointed some time ago, looking toward the Government taking over the control of the harbor. It is now felt that the burden of wharf building and dredging is greater than the city can bear.

CHARITY GIVING IN QUEBEC.

Quebec, Oct. 21.—Business is more active than for some weeks and wholesale houses are rushed with orders. A large number of consumers are getting well stocked up. Prices are unchanged, and are regarded as fairly steady. Retailers' trade continues to be very firm. A good activity is noted in stoves and furnaces. The current demand is very strong at the approach of winter. Trade is practically at a standstill at present for builders' material. Cartridges and rifles are in heavy demand. Some retailers are ordering their winter supplies of hockey sticks and skates. Prices of sporting goods are unchanged. A good business is done in Canadian machinery, owing to the establishment of new saw and pulp mills.

* * *

Your correspondent has read with interest the resolution passed by Chatham, Ont., merchants that no member of their association shall advertise on any printed cards or programmes, nor permit his or their firm name to appear on any subscription list for charitable institutions. In Quebec dealers are not obliged to act as severely as that, because the number of our charitable institutions is not considered too considerable by them. The only thing that wearies them a little too much is the weekly passing through all the city stores by the poor to get alms. The greatest part of the merchants give to them because it is an old practice. Those who don't follow it, usually give charity for institutions when they are holding charitable bazaars and concerts, etc. One of the dealers that your correspondent spoke to on that subject answered that for him it was the only way to remember that he had to give charity. This gentleman is one of the prominent merchants of our city. What do you think of this?

* * *

Madden & Son have been awarded the contract for the construction of the new waterworks system which the parish of Notre Dame de Quebec propose to instal. There were five tenderers for the work from companies of Montreal, Levis and Beauport. The contract price is $94,000 and the work is to be completed by July, 1908.

Capitalists from Quebec and Levis will establish at St. Romauld a large foundry and also a boot and shoe factory in a very short time. People of the locality are well pleased as these new industries will give work to hundreds of workers.

Thomas Malcolm, the New Brunswick railway contractor, announces that he has completed arrangements to ensure the immediate construction of the inter-provincial bridge contemplated for some time between the town of Campbellton, N.B., across the Restigouche River to Bonaventure County, Quebec.

* * *

Senator Edwards and M. McLean, of Buffalo, have bought the timber limits of R. W. Leblanc, of Bonaventure, for $150,000. These gentlemen have yet in their possession 1,700 miles of limits in that part of the country. Senator Edwards informed your correspondent that he will construct a saw mill and pulp and paper mill in Bonaventure.

IMPLEMENT MEN SELL STOVES.

Kingston, Oct. 23.—A fair trade is being done in hardware at present, particularly in such lines as stoves, ranges and furnaces, owing to the cold weather, which has recently set in, with the result that the jobbers are all rushed and the tinsmiths are working overtime. There is a good demand for all styles and qualities of bedroom stoves, and various other smaller makes. One dealer made the statement that he had placed thirty-five furnaces already this season and the orders are still coming for a great many more.

* * *

The people of Kingston are wondering what changes will be made in the prices of hardware, as everything else has increased during the past month. There is a great cry at present over the increase on bread, and it is only a few weeks since milk and butter went up, and now the latest is that of tea rising in price from seven to ten per cent. Everyone is needing something at present in the hardware line, and they are hoping the tinsmiths and jobbers will not increase prices for a while.

* * *

McKelvey & Birch, hardware merchants, have very generously donated a magnificent drinking fountain to the Young Men's Christian Association of this city, which is to be placed in the main corridor.

* * *

A newly-formed shipping company has its head office at Kingston, with a capital of $100,000. The provisional directors are, H. Calvin, S. C. Calvin, D. D. Calvin, Henry W. Richardson, Stuart H. Dunn, John T. Ross and William A. Marsh. The company is formed to operate a new steamer to be built this winter. It is to be a large vessel, and will go into the coal, grain, ore and pulpwood trade.

* * *

Hay & Hughes, agricultural implement agents, Clarence street, who have quite recently erected a fine, new brick building, owing to their rapidly increasing business and lack of floor space, in which to display their goods, have also gone into the stove business this fall and will, doubtless, make a number of good sales among their many country patrons.

PETERBORO'S TOOL INDUSTRIES.

Peterboro, Oct. 23.—The Rapid Tool Company, of this city, in addition to manufacturing their own special patent bit, will shortly branch out into a new line. They will make the double-twist or common bit, and in order to make the required changes in the machinery, it has been found necessary to lay off a number of employes for a few weeks. New dies have to be made and other alterations carried out. The company have received large orders for the double-twist bit, and when manufacturing in this line is started the number of hands employed in this industry will be larger than ever.

* * *

Peterboro men have incorporated another tool company, known as the Dominion Tool Company. The capital stock is $200,000, and the headquarters of the company and the plant, will be located in this city. The machinery with which the factory will be equipped is now being manufactured at the establishment of F. R. J. MacPherson, who is one of the chief promoters of the new company. A patent has been secured on a new type of bit that is said to have many advantages over the ordinary kind and the new bit will be the company's specialty.

* * *

According to the assessment rolls, which were handed in a few days ago, Peterboro's assessment is slightly over the ten million dollar mark. The assessment has gone up over two million dollars during the past year, and it is claimed that it has been advanced to an excessive figure. The city was assessed by two assessors, each working in separate wards, and the charge is made that as a result the assessment is not equitable throughout the city. Over 250 appeals have already been entered for the Court of Revision to deal with. In past years the average number has been in the vicinity of 50.

* * *

Ray. P. Best, of the Best Stove Company has entered for the Montreal Herald road race on Thanksgiving day, and it is expected he will make a good showing. He has won several races during the past two years, and is now in active training for the big event at Montreal.

* * *

Maurice Lowry, of the Peterboro Hardware Company, left a few days ago on a trip to the Canadian west. He expects to be absent a year and has the best wishes of the local hardwaremen for an enjoyable trip.

* * *

Tenders are called for the heating, plumbing, ventilating and electrical wiring of the new Normal schools at Peterboro, Stratford, Hamilton and North Bay. Tenders will be received up to Monday noon, Nov. 4th. Local firms are figuring on the work and are hopeful of getting a share of it.

* * *

Building operations in Peterboro are active, although the number of permits issued during the past three weeks is smaller than earlier in the season. The brick-work on the new Normal school and Collegiate Institute is nearly completed, splendid progress having been made. The brick work has just been commenced on the new armories.

* * *

The plumbers are very busy at the present time. Many of the houses that were commenced during the summer are now ready for the plumbers, and in many cases they are working overtime. The city council some time ago ordered that all houses on streets where there are sewers must be connected within a specified time, and as a result the plumbers have received much to do from this quarter.

F. R. J. MacPherson & Co. have a staff of men at work doing the electrical wiring of the new Bell Telephone exchange. This is an excellent building and will be one of the best structures of its kind in the province.

* * *

Hardwaremen report trade in stoves unusually active. This is to be expected at the present season, but dealers state that there are many more stoves being sold than in past years.

* * *

The sporting goods firm of McCallum & Banks have enlarged their premises, especially the repair department. They now have excellent quarters, and report business as being everything that could be desired.

* * *

A handsome photograph of the officials and employes of the Peterboro Hardware Company is on exhibition in one of the windows of this progressive concern. rt has attracted much attention.

* * *

The Canadian General Electric Company had a splendid exhibit at the recent electrical exhibition held in Montreal. It attracted a great deal of attention, in fact, it is said to have been the most popular exhibit at the show.

* * *

Price-cutting still prevails to some extent among the hardware houses here, but it is gratifying to note that the hardwaremen are beginning to see that it is a poor policy and that there is little profit in going below a fair price in order to take a sale away from a rival establishment. While it is largely a case of the survival of the fittest in business nowadays, the game should be played fair. Biting off the nose to spite one's face doesn't pay in the long run.

* * *

The plant of the Canadian Cordage Co. is partially closed down at the present time, as extensive repairs are being made to the machinery. When the improvements are made it is expected that the business will be carried on more extensively than ever before. A new manager was appointed a few weeks ago and on taking charge he decided to have certain alterations made that the manufacture of rope and twine might be carried on more economically and with the production of better goods.

* * *

The contract for the new Roman Catholic church to be built in Peterboro has been awarded to Langford & Sheehy. The tenders for the electrical wiring, plumbing, etc., will be let at a later date.

HAMILTON'S NEW PAINT CO.

Hamilton, Oct. 23.—The National Paint Co., a new concern, has recently commenced operations in a new factory on Terra Cotta avenue. The new company has been organized by local capitalists for the purpose of manufacturing paints, oils, oxides and siennas. The incorporators are, George F. Webb, Geo. Stroud and T. J. O'Sullivan. At the present the new company is conducting business on a small scale, but it is the intention to increase the output within the near future.

Henry Banwell, of the Banwell, Hoxie Wire Fence Co., returned from the west this week. He was on an extended business trip for the firm, during which he inspected the work which had been done for the C.P.R. The company built over 400 miles of fencing along the company's right of way west of Brandon.

* * *

The Dominion Paint Co., which was incorporated several months ago, has gone into liquidation. The firm suffered a severe loss by fire a few weeks ago which proved a blow to its financial standing.

* * *

"Trade has taken quite a slump," declared a local wholesale hardware merchant, to your correspondent this week. Continuing, the merchant said that the decrease in the western trade had been largely responsible for this, and but for the steady activity in local business there would be very little doing in that line.

* * *

The population figures for this year have just been published in revised form and they show the city to have close onto 65,000 inhabitants. The increase for the year was about 4,000,

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Despite the fact that there has been a slight falling off in building operations within the past month, the total for the nine months past shows a decided increase over the same months last year. The figures for nine months in 1906 were $1,484,515, and for the same period last year they were $2,558,840, an increase of $1,074,325. There are still a number of large public contracts incompleted, and it is probable that most of the builders will be kept fairly busy all winter. There are a number of big works in the course of completion, which were started last year, in addition to several big ones which were undertaken this year.

INGERSOLL FOUNDRY ENLARGING

Ingersoll, Oct. 23.—Indications point to Ingersoll securing another large industry. Several months ago J. A. McColloch and W. J. Telford took over the Ingersoll foundry and since that time the business has materially increased. Another change has been made which may result in the business being increased to such an extent that the Ingersoll foundry will become one of the leading industries in the town. Mr. Telford has retired from the business, and Mr. McColloch has interested an outside man, whose name is withheld at the present time, owing to his other business connections. This gentleman will move to Ingersoll in the spring and devote all his time to the business of the Ingersoll Foundry. The new company have secured an option on a site in the north part of the town, and are considering the erection of a foundry and machine shop with a capacity of ten tons of iron per day. This would mean, if run to its full capacity, employment for from sixty to one hundred men. Ingersoll is fully alive to the value of iron-working industries and it will be the earnest wish of all citizens that the new factory will be erected.

Trade continues brisk with all the local hardware dealers. The farmers have been busily engaged harvesting their apples, and there has been a keen demand for baskets, pails, ropes and other requisites as well as implements to be used around the barns during the winter months. It is at this season of the year that many farmers do their "stocking up." During the busy months of spring and summer they have little time to think of the requirements for the winter, but now they are settling down to a period of easier living, and have more time for "tinkering." There is always some repair work to be done on the farm before the Frost King comes along, and the farmers are making their purchases of tar paper, nails, etc., and the hardware merchants are receiving a share of the profits of "dollar wheat."

* * *

Fifteen cent opposition has confronted the hardware merchants in particular, and practically all the merchants of the town, to some extent. F. H. Brewster & Co. have opened a five, ten and fifteen cent store here, and for their opening day they featured many galvanized receptacles at fifteen cents each. Galvanized foot tubs and pails were the articles emphasized in the advertisement, and it is needless to say they were very much in demand. The store always carries a line of cheap hardware, but purchasers ought to know that it always pays to buy the best in this as well as other lines. Varied opinions are being expressed in regard to the new store. Hardware merchants, however, should not endeavor to meet opposition of this kind, and in the long run they will doubtless find that they have lost nothing whatever.

* * *

If there is one thing more than another for which local hardware dealers are deserving of praise, it is their timely window displays, and the attractive manner in which they are gotten up. All the dealers are now showing something seasonable. If it is not guns and their accessories, it is stoves and other "hints" for the winter season. There is probably no better advertisement than an attractive window, but above all things it should be seasonable. It is in this respect that the Ingersoll dealers hit the nail on the head. They show their goods at the proper time and in a manner that is certain to arrest attention. Results must naturally follow.

McCLARY PLANT AGAIN ENLARGING.

London, Oct. 23.—It seems as if the immense establishment of the McClary Manufacturing Company will never stop growing. Following closely on the completion of the storage and shipping warehouse in the south-eastern part of the city comes the announcement that early in the spring the company will begin work on a large extension to their foundry in that district, which, when completed, will necessitate the employment of two hundred additional men. It was thought when the present immense plant was constructed a couple of years ago that it would meet all demands for some time to come, but the stove business has

increased so rapidly that the factory is crowded to its utmost. At present the works in the south end are turning out two hundred and fifty-five stoves, on an average, every working day. In addition to this, eighteen complete furnaces are shipped. Some idea of what this means will be gained when it is understood that every evening over forty tons of molten cast iron are poured. The company recently secured large orders from the Grand Trunk Pacific for a special type of stove which, while being quite small so as to be easily carried, will give out all the heat necessary.

* * *

The Lamb Fence Company has decided to erect a large addition to the works in East London and building operations will be commenced in a few weeks. The proposed addition will more than double the present plant, necessitating the employment of a considerably increased staff. This is the concern which recently absorbed the London Fence Company.

The wiring for the Southwestern Traction Company in Port Stanley has been completed and electric cars may now be run from this city to the lakeside.

* * *

John Rose, manager of the Hobbs Hardware Company's plumbing department, is enjoying a two-weeks' vacation.

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Retail hardware business still holds good, and jobbers say they have no reason to complain.

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What with the bye-election on Tuesday and Thanksgiving Day on Thursday, next week will be but a short one for travelers who insist on taking advantage of the franchise and observing public holidays.

HARDWAREMAN MAY BE MAYOR.

Chatham, Oct. 22.—Business in all hardware lines is progressing briskly. The near approach of the winter season, coupled with the very low price and the recent purification of natural gas, has stimulated gas work to a marked degree. Hardware dealers in this line find it difficult to keep up with their orders. In fall hardware of all sorts a brisk trade is being done; there is a good demand for ranges and heaters—particularly for gas ranges and gas heaters. The regular trade is holding up; at present it is quite in advance of last year's.

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Jas. E. Gray has moved from his old China Hall stand on the south side of King street to the Ark stand, on the north side, formerly occupied by H. Macauley. It is understood that the business will continue under the name of Gray's China Hall. It now includes, however, since the two stocks and businesses have been combined, a large and varied assortment of kitchen utensils, in addition to which Mr. Gray succeeds Mr. Macaulay in the local agency for the McClary stoves and ranges. Incidentally, Mr. Gray has just evolved a novel show window—probably the only one of its kind in Chatham. His premises include two stories; and Mr. Gray has had built a large bay window on the face of the second storey, which, besides giving more light for the interior, permits a display of several handsome and attractive lines.

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Ald. W. H. Westman, of Westman Bros., is among the latest possible candidates for the mayor's chair. The prospect is for a large field and Mr. Westman's friends are urging him to enter. Harry is a hustling young fellow, with several years' valuable service at the council board to his credit. As chairman of the industrial committee he has done good work during the past year. Whatever his decision may be regarding 1908, there is no reason why the mayor's chair should not, some day, be his.

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Another new industry is in sight. Chairman Westman and his industrial committee, have for some time past been negotiating, and as a result, the Canadian Pin Co. will locate here—provided the electors approve their terms. The city council on Monday night endorsed the proposition. The company has a capital of $40,000, supplied by Toronto and Detroit men. Geo. F. Morton, of Toronto, and Mr. Miller, of Detroit, are interested. The company will manufacture safety pins, buckles, stamped ware and allied products, will employ sixty hands—mostly females—and pledge themselves to pay out $18,000 annually in wages. They ask ten years' exemption from all except school and frontage taxes, water at 7c per 1,000 for ten years, and a loan of $20,000 repayable in 20 annual installments with interest at 5 per cent. A first mortgage is offered as security. The proposition will probably be voted on at the January elections.

* * *

Building is beginning to boom again. Work has been commenced on the new Merritt block, on Fifth street; besides which the erection of a large three-storey apartment house at the corner of Sixth and Wellington streets, will probably be begun in the near future. Work at the Wolverine brass factory is progressing rapidly and another week will probably see the walls complete. Claude Cornelius, the new manager, has moved here from Grand Rapids, and will take up his residence in North Chatham. W. M. Drader will rebuild both his factories, recently destroyed by fire.

EDMONTON'S OUTLOOK IMPROVING.

Edmonton, Alta., Oct. 18.—Hardwaremen in Edmonton report business as being very good so far during the month of October. The tightness in the money market is not so noticeable as earlier in the season and people are spending more money. The farmers, too, are not finding their crops so badly spoiled by the frost as was anticipated, and with the prevailing high prices they are as well off as in other years. As a consequence, they are free to spend their money and this makes better times all around.

* * *

Edmonton, unlike the majority of the cities in Eastern Canada, depends largely on the agricultural areas surrounding the city. When the crops are poor, the city suffers as a consequence, and when the crops are good, there is a corresponding period of growth and advancement in the city. When the report was spread throughout the country that the crops were a failure this year, there was a perceptible lessening in the amount of business. Lately, however, the more authentic reports indicate that the crop is not all spoiled and that in some parts of the west the yield will be good.

* * *

Dr. Fletcher, entomologist, of the experimental farm at Ottawa, who was in the city recently, estimated that for the three provinces of Manitoba, Saskatchewan and Alberta, the grain yield will total between 50,000 and 60,000 bushels, of about 60 per cent. of its usual quality. This report is very gratifying in that it is better than was at first reported. Business in the city shows the revival of confidence in the country and everything points to a very successful winter.

* * *

The retail clerks of the city took one step further in the work of organizing a local lodge of the Retail Clerks' International Protective Association at their meeting on Tuesday night. The nomination of officers took place and the election will take place next week. Over 100 clerks have joined the association. The organizer, J. A. Kinney, has applied for a charfer for the association. Probably one of the first acts of the association will be to agitate for the closing of the stores at 10.30 on Saturday nights, instead of keeping open until midnight, or after, as at present.

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The population of Edmonton is now about 16,000. A controversy arose over the granting of a liquor license to the Yale Hotel, and to decide it a census was taken, with the above result.

SASKATOON'S BRIDGE OPENED.

Saskatoon, Oct. 19.—Thursday was recorded as a red letter day in Saskatoon, marking the opening of the new traffic bridge. The bridge has just been completed and is the longest in Saskatchewan, being over eight hundred feet in length. It was erected by the Provincial Government at a cost of $110,000, and spans the river Saskatchewan between this city and Nutana. John Gunn & Sons were the contractors for the concrete piers, and the Canadian Bridge Co. built the steel work. The Government bridge inspector, Mr. McPherson, subjected the entire construction to a twenty-ton test and found it quite satisfactory and recommended the Government to accept it at the hands of Mr. McManus, who represented the Bridge Co. The civic authorities felt that such an important event should not be allowed to pass without some formal demonstration and succeeded in securing Lieutenant-Governor Forget to officiate at the ceremony. A procession of school children was formed, headed by the Citizens' band, followed by the school board, board of trade and the city council. Half way across the bridge the children were brought to a halt and were met by the school children from the Nutana side, and two choruses were sung. Speeches were made by W. C. Sutherland, M.P.

A., Commissioner Robinson, Lieutenant-Governor Forget and Mayor Wilson. This was followed by the singing of the National Anthem. Cheers, the pealing of bells and whistles then rent the air in honor of His Majesty, the Governor and the city. The day was an ideal one for the ceremony, and flags floated in the breeze. With the opening of the bridge the old ferry took its departure. For the last twenty years or more it was the only means of conveyance across the river. Its days of usefulness are not yet over, however, as it will be taken to Hanley and put into service there.

* * *

James Clinkskill is showing some fine specimens in the crockery line in one of his windows. There is a choice assortment of tea sets in silver oak, silver horn and crown derby. The silver oak is a rich brown tint imitating fumed oak, and decorated with silver band, shield and handles. The handles on the silver horn ware are shaped and painted to look like horns, in brown, while the body is a grey shade, edged with silver and shield. The crown derby is a very pretty design, richly colored on a cream ground. Other goods also attracting attention are Japanese teapots, British Columbian shells, and Austrian glass ornaments, some of the latest creations of the glass blowers' art. The west window, which is usually reserved for hardware goods, is seasonably dressed with cook stoves, heaters, oil stoves and coal hods. Both windows are large and of reasonable height. The displays look attractive and should make many sales for the firm.

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The new addition to J. F. Cairns' store was completed last week and the firm invited their many friends and patrons to the house-warming on Friday night. A pleasant evening was spent in dancing, and refreshments were served. The interior was nicely decorated and suitably arranged for the occasion. The grocery department has now been transferred to the new building, and the hardware department occupies twice as much space as it did before the enlargement took place. Formerly the hardware department was cramped for room, but now there is ample space for showing cook stoves, heaters ,etc.

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D. McIver, representing G. F. Stephens Co., Winnipeg, is calling on the trade here. Mr. McIver states that although no large orders for paints are booked, there is a good demand for white lead, putty, glass and oils. The busiest part of the painting season is over, but a good deal of interior paints will yet be used, while glass and putty are selling well.

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The C.N.R. have reduced the freight rate on wheat from 23c to 22c between Saskatoon and Fort William.

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An error appeared in your issue of September 28, under Western Canada News. The item stating that S. E. Maud, Elstow, Man., sold his business to S. A. Clark, is not correct, In your issue of October 5 a correct statement of this transaction appears, S. E. Maud having sold to F. Clark, Elstow, being in Saskatchewan. This error was pointed out to your correspondent by one of the parties concerned, in consequence of mail having been misdirected.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

AN old-established house of brass founders, making a wide range of brass foundry furnishings, such as brass cast tubing, stair rods, cornice poles, art metal work, electric light fittings, ecclesiastical metal work, are anxious to secure a thoroughly reliable and trustworthy agent or traveller for Canada, to sell goods on commission. An excellent opportunity for any firm covering Canada thoroughly. Address all enquiries to Box 654, HARDWARE AND METAL. [37]

AGENCY WANTED

EXPERIENCED and reliable business man, Calgary, could represent good lines of hardware, plumbing and heating goods. Address Box 665, HARDWARE AND METAL, Toronto. [40]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

ONE hundred dozen rim locks for sale, 95c. per dozen; also two hundred dozen, rim and mortise knobs, black, white and mineral, 85c. per dozen. Full particulars, Box 661, HARDWARE AND METAL, Toronto.

FOR SALE—A number of shares in a prosperous limited company doing a wholesale and retail hardware business in Alberta, satisfactory reason for selling. Address P.O. Box 1561, Edmonton, Alberta. [44]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE Business and Tinshop for sale in Saskatchewan; population 1,500; stock carried, about $14,000; turnover, $45,000; practically all-cash business; cash required, $8,000; would rent building; do not answer without you have the money and mean business; it will pay to investigate this. Box 648, HARDWARE AND METAL, Toronto. (41)

HARDWARE store and stock for sale, within 25 miles of Toronto. Solid brick double store and dwelling; property worth $4,000. Stock worth about $3,000. Splendid business in stoves and hardware. Good reasons for selling. Full particulars of application. Box 663, HARDWARE AND METAL, Toronto. [41]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—First-class tinsmith in New Ontario town. Must be capable of managing workshop and estimating. Good position, good salary, and no lost time for the right man. Address, Box 655, HARDWARE AND METAL, Toronto. [40]

WANTED—First class opening for tinsmithing, plumbing and heating. Box 202, Hespeler. [43]

WANTED—Experienced hardware clerk; must be good salesman and stockkeeper. Address, stating age, experience and salary expected, S. A. Clark, Limited, Saskatoon, Sask. [42]

THE CANADIAN GROCER wants a Managing Editor. It wants a thoroughly capable man—a man who is live, full of up-to-date ideas, and one who understands the newspaper business from the reglet box to the editorial chair. Furthermore, it wants a man who is thoroughly conversant with the commercial situation in Canada. We realize that this is a big want. Not everyone can fill the bill, but we are willing to pay at the outset $2,500 a year to the man who can do so. The right man can eventually make his place worth $5,000. If you think you are this man we want to hear from you, with your experience and qualifications—by letter only. Address The MacLean Publishing Co., 232 McGill St., Montreal, or 10 Front St. East., Toronto. 38

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

MECHANICAL ENGINEER (25) seeks responsible position; expert in construction of modern copper, zinc smelting works, machinery, furnaces, etc.; general engineering, gas, steam engines, suction and pressure gas plants; structural steel, etc.; reliable, energetic; good references. Box 27, HARDWARE AND METAL, 88 Fleet St., E.C, London, Eng. [42]

HARDWARE—Young man with six years' experience, also practical tinsmith, open for position January 1st; strictly temperate, western experience, A1 references, capable of taking charge. Apply Box 8, HARDWARE AND METAL, Winnipeg. [43]

HARDWARE CLERK—32, married, sober, steady and reliable, capable of taking charge. Box 10, HARDWARE AND METAL, Winnipeg.

THE WANT AD.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Oct. 25. Room 511, Union Bank Bldg, Winnipeg, Man.

Business continues very active, particularly in heavy goods, shipments of which are being rushed west before the close of navigation. Collections are improving as wheat money is getting into circulation. Values are steady.

Rope—Sisal, 11c per lb., and pure manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 lbs., $3.22½; plain galvanized, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M" cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, 4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45½c; copper, No. 10, 47c; copper, No. 12, 50½c; assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10K Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo tarred, 69c.

Ammunition, etc.—Cartridges, rim 50 p.c.; pistol sizes, 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24, Canadian, $23; 10 gauge smokeless, chilled, English, $28, Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' HOUSE PAINT

is our attainment—it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

Although we have suffered a severe scorching we are still able to handle

YOUR BUSINESS

The Winnipeg Paint and Glass Co.

WINNIPEG Limited CALGARY

Reduced Prices in Galvanized Hollow Ware

Our prices are lower than those charged by other manufacturers, but we guarantee the very best quality.

If you are in the market for Galvanized Hollow Ware, it will pay you to communicate with us. We can save you money.

Tanks and Granaries a specialty.

Winnipeg Galvanizing & Manufacturing Co., Winnipeg, Man.

Copper—Planished copper, 44c per lb.; plain, 39c.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11.00; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46.00; 4½, $54.00. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasoline, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg 70c, Calgary 77c, Lethbridge, 77c, Edmonton 78c; boiled oil, 3c per gallon advance on these prices.

WINNIPEG GALVANIZING PLANT OPENED.

On Saturday, the 19th inst., the new galvanizing plant of the Winnipeg Galvanizing and Manufacturing Co. commenced operations with appropriate ceremonies. Several press representatives and friends of the company were in attendance to witness the galvanizing of the first pail, and Messrs. Skelhing and Morton received many congratulations on the opening of another important Winnipeg industry.

APARTMENT HOUSE STOVE.

Marion W. Randolph, Seattle, Wash., has invented a stove for use in apartments or a few rooms where there are no housekeeping conveniences of the usual kind and where odors from gas, oil or alcohol would be objectionable. It is for use in a cabinet of the kind illustrated in a former patent granted to Mrs. Randolph. The present stove or heater has a casing adapted to receive quick-lime or the like and a cover therefor, having openings through which cooking vessels may be inserted in the heating medium.

FIREPLACE RADIATION.

A fireplace heater for radiation systems has recently been invented by W. G. Conkle, Knoxville, Ohio. The improvement pertains to heating systems in which the available heat from open fireplaces is utilized to heat a circulating body of water which, through suitable pipes, is carried through the various radiators of the house and again returned to the heater, so as to secure the advantages of an open fire and utilize the large amount of heat which usually wastes in open fireplaces.

THE WORLD'S GREATEST BUILDING.

In the new 49-storey Singer building at New York there will be many uncommon features for the confort of tenants. In every office will be installed an individual suction air brush, connected with the vacuum cleaning system, by means of which dust may be removed in an easy and sanitary manner from one's hat and clothing. Fifteen thousand incandescent electric lights, sufficient, engineers say, to light a town of 25,000 inhabitants, will illuminate the rooms and hallways for late office workers. Every floor of the building will be readily and quickly accessible by means of sixteen newly-designed electric traction elevators, each having a speed of 600 feet per minute, and of the safest type known to the ablest engineers of to-day.

It's easy to get all the credit you want when you don't want it.

Notice to Canadian Importers and Merchants

The Harbor Commissioners of Montreal take pleasure in announcing that the upper stories of the first group of seven of the permanent sheds in the Harbor of Montreal are far enough advanced to place them at the disposal of Canadian Merchants and Importers of large consignments of salt, cement and other cargo suitable for storage.

This adds at once 350,000 square feet of space to the already enlarged handling facilities in the central part of the Harbor and ought to go far towards relieving the fall congestion.

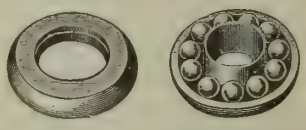
FREE STORAGE

By arrangement, therefore, with shipping companies, and subject to permit of the Harbor Commissioners this splendid additional space becomes available and storage can be arranged for this autumn for consignments, which will be allowed to remain until the end of the year free of charge.

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

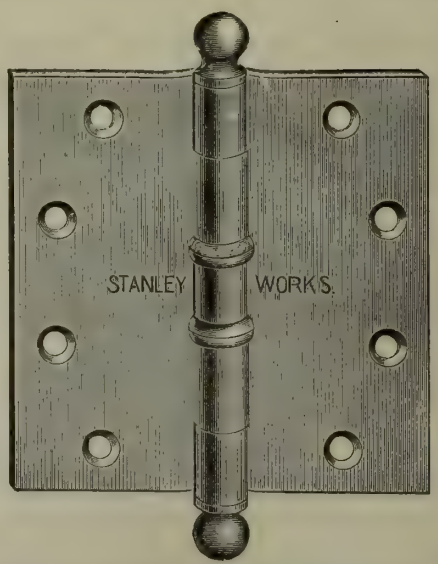
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. *DEALERS SHOULD HAVE THEM IN STOCK.*



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE OF WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Water-proofing Cellar Floors.

The Barrett Manufacturing Company, 1005 First National Bank Building, Chicago, Ill., write: Having observed, in Hardware and Metal, of October 5, a suggestion for water-proofing the floor of a basement, we have offered a suggestion by way of a modification of that which you have given. Believing you may be interested in this specification, we are sending you a copy of same enclosed. Below is a copy of a letter we have sent Johnson Bros., Minto, Man., who made the original request for information:

"In Hardware and Metal, of October 5, we have seen a suggestion given you for water-proofing basement floors. We have read the suggestion offered and it has occurred to us that you might be interested in our suggestion, which is, in fact, but a modification of the one given you.

"Assuming, as the author of the suggestion does assume, that your floor has not yet been constructed, we recommend a 3 or 4-inch lean cinder concrete with a sufficiently smooth and hard surface for application of water-proofing, course or coal tar pitch and coal tar felt and the placing upon this water-proofing course, entire thickness of the rock concrete floor proper. This suggestion would enable you to use a less quantity of concrete by giving you the benefit of the entire floor in a homeogeneous mass to withstand the pressure of the water. We would also recommend most earnestly, that in building a water-proofing course of pitch and felt, it should be borne in mind tnat the pitch is the important item and the felt an incidental though necessary one, the result being that the pitch should be used unsparingly.

'Our company maintains a specification department, of which the writer is the Western representative. The members of this department have had exceptional opportunity to study the subject of water-proofing and if we can be of any service to you we will be pleased to hear from you."

Abrasive Steel Wheels.

The Josiah Fowler Company, St. John, N.B., write: "Can you furnish us with the name of a manufacturer of steel wheels for abrasive purposes, either of American or Canadian make, the latter preferred?"

Ans.—We know of no maker of such goods, but can give a list of makers of abrasive wheels for use on steel. Can any reader supply the information asked for?—Editor.

(Continued on Page 58.)

High Quality Goods and Efficient Advertising will Build Up Your Business.

The Sherwin-Williams Co. offers the best agency proposition you can secure. It is a combination of high quality goods and the best paint and varnish advertising in the country. Our agents are profit-sharing partners in the company. Our quality—in goods, in advertising and in sales methods—co-operates with the agent to sell

SHERWIN-WILLIAMS PAINTS AND VARNISHES

We turn our products into money through the agent. We are as much interested in our agents' success as in our own. It means more business for us. It is the way our business was built up.

Write for details about our agency proposition. It will be the best thing you can do for your business.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto, and Winnipeg, Man. 224

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

BUSINESS FOR SALE

You will find on our want ad. page particulars regarding hardware businesses for sale. If none of these suit you insert a want ad. giving in detail just what you want.
There must be someone in Canada who has for sale just what you want to buy.
We can find that man for you.
Try a want ad. Write or phone our nearest office.

HARDWARE AND METAL
Montreal, Toronto, Winnipeg.

Practical Talks on Warm Air Heating

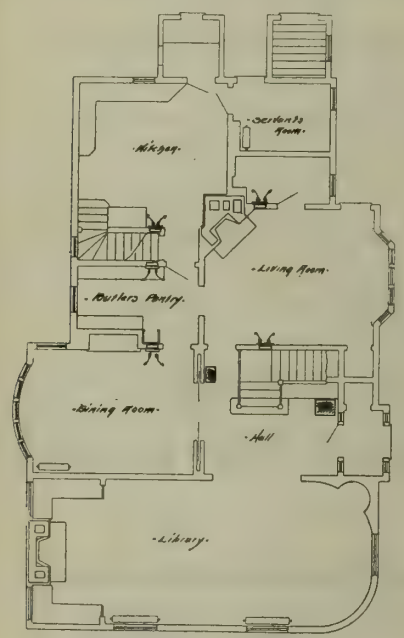
The Sixth of a Series of Articles by E. H. Roberts.

It is quite as essential to understand the limitations of warm air heating as to know its possibilities, for there are certain classes of buildings which cannot be heated satisfactorily with warm air and others where the warm air should be supplemented by hot water or steam.

Combination warm air and hot water heating is very popular in this part of the country, particularly for houses that are too large for warm air alone, or where the rooms are so arranged that it is difficult to get satisfactory warm air connections.

An Obsolete Custom.

When combination heating first came into general use it was the custom to place a warm air register and a hot



First Floor Plan.

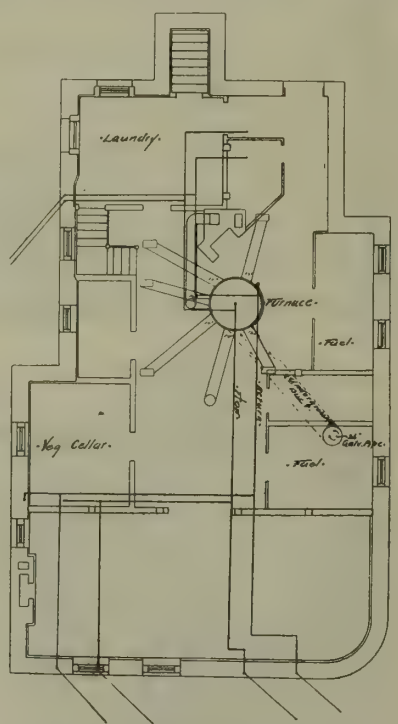
water radiator in each room, but it soon became apparent that this arrangement was very expensive and not always satisfactory, for the most remote rooms received very little benefit from the warm air part of the plant and the hot water radiation was not alone sufficient to keep them warmed to the proper temperature.

The best modern practice is to use warm air for all those rooms that are readily accessible with warm air pipes and hot water for the rooms that cannot be readily reached with warm air, or where the exposure is so great as to make warm air heat impracticable.

A Popular Fallacy.

There is a popular fallacy in connection with combination heating to the effect that the heat obtained from the hot water part of the system is just that much clear gain; to illustrate, if a seven-room house were to be enlarged by three rooms, those three rooms could, according to this idea, be heated by means of a hot water attachment to the furnace without any additional cost for fuel.

Now it is impossible to get something for nothing in the realm of heating, and it is quite apparent that whatever heat is absorbed by the hot water cannot be radiated from the surfaces of the furnaces. Considerable economy of fuel may be gained with a combination plant over a straight warm air plant, however, where the radiating surfaces of the furnace are small as compared with its grate surface, for in such a case the hot water boiler will absorb some heat which the furnace otherwise could not utilize. There is also quite a little to be gained oftentimes by doing away with long or crooked warm air pipes, for these create considerable friction and a consequent loss of heat.



Basement Plan.

The Accompanying Plans.

Referring to the accompanying plans, it will be noticed that we have indicated warm air for all the rooms which can be reached without using long basement pipes, and the furnace is located as centrally as possible with reference to the warm air runs and near enough to the chimney to make a comparatively short smoke pipe connection.

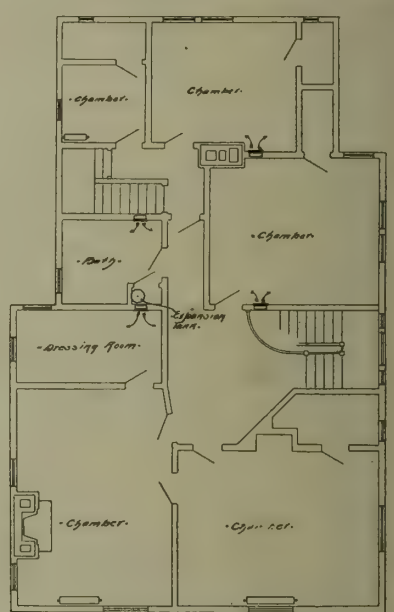
Hot water radiators are indicated in the library downstairs and in the chambers directly above this room. All the other rooms are heated by warm air alone, except the dining room, in which there is an auxiliary radiator, which is advisable because of the unusual amount of glass surface.

With the exception of the hall register all the warm air registers on the first floor are shown in side walls and connect to wall boxes leading to rooms on second floor.

Cold Air From Hall.

The inside cold air supply is taken from hall and as the whole front of the house opens into this hall it is possible from this one point to secure a circulation of the air from the entire front part of the building.

From the cold air face in hall a large



Second Floor Plan.

galvanized iron pipe, connects with an underground duct leading to furnace pit, which in this case is preferable to the overhead method of cold air supply, because it does away with unnecessary basement piping and allows the cold air to come up evenly on all sides of the heater.

The Hot Water Boiler.

In planning a combination plant the hot water boiler is one of the most important considerations. This should be so constructed as to absorb its proper proportion of heat even when the fire is low and yet not seriously interfere with the radiating surface of the heater.

In the opinion of the writer, the horseshoe pattern boiler is the most practical combination boiler for general

use, for it embodies the two essential features just mentioned, and it can be used in almost any furnace.

The expansion tank should be located above the highest radiator and the overflow arranged to empty into laundry tubs in basement or into closet tank in bathroom.

It is quite as necessary to grade the hot water pipes as it is to get elevation for the warm air pipes, but the former do not require a grade of more than one inch to every ten feet, although, of course, the more elevation the pipes have the faster the circulation.

PECULIAR THERMOSTAT.

A thermostat especially adapted for centrally heated plants has been patented by R. Brukenhaus, Haspe, near Hagen, Germany. The peculiarity of this thermostat consists in the arrangement of a compensating tube which is temporarily passed by the heating medium and closes the main valve or cock at the very moment when the highest predetermined temperature in the room is obtained by means of the movement of the expansion tube, caused by its lengthening through heat. When the temperature is lowered, until a certain minimum is reached, the expansion tube is again cooled and by its shortening the steam cock is opened again.

NEW RADIATOR.

G. Mennesson, Troyes, 18 Rive Droite du Canal, Aube Department, France, has patented a peculiar radiator which is composed of tubes or elements each formed of a single piece of sheet metal bent down on itself in two parts and welded at its edges, At each end of each tube is formed a circular opening by stamping out to receive a pipe connection. The tubes thus made receive a flat and pointed shape, in cross section, offering several advantages. The element can be applied along walls without giving rise to protuberances, and the triangular form of the element in cross section is favorable to the use of steam and to the draining off of water of condensation.

UTENSIL STAND.

An invention by H. C. Chamberlin, Olyphant, Pa., relates to stands, such, for instance, as are used for supporting boilers and analogous members in connection with heating stoves and furnaces. It relates more particularly to a type of stand used in households for supporting a vertical boiler of the type commonly used in connection with the ordinary range or cooking stove.

FURNACE ATTACHMENT

An invention by J. R. Moler and R. G. Moser, Denver, Col., pertains to improvements in furnaces, and the object is the prevention of smoke when the furnace is charged with fuel by admitting air and steam into the fire box. By attaching the mechanism to the boiler front instead of to the door, it is not subject to jar and strain when the door is opened and closed.

CURIOSITY IS THE REASON

Are YOUR Customers Getting

"Metallic" Skylights

with or without

"Halitus" Ventilators?

Scientifically constructed, weatherproof, light and strong, but producing most light and ventilation possible.

Circulars, prices and detailed information for the mere asking.

Our Dealers Protected.

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers **Established 22 years**

TORONTO AND WINNIPEG

What Class of Men Do You Want to Reach?

We presume you want the largest number of responses possible from the best class of people. This cannot result through using only local mediums.

Did you ever stop to thing how many hardwaremen read any one of our large city dailies? If you have a business for sale or wish to engage a clerk you will not be content to have your advertisement seen by men in any one locality.

Hardware and Metal is not a Montreal, Toronto or Winnipeg paper. It is an ALL CANADIAN NEWSPAPER, and reaches each week practically all the men engaged in the Hardware, Stove and Tinware and Plumbing trades, from the Atlantic to the Pacific.

Your message will be carried QUICKLY. Hardware and Metal is mailed Friday, and all subscribers in Ontario should receive their copy on Saturday. Travelers invariably count on reading the paper on Saturday.

Rates
- 2c. per word for the first insertion
- 1c. per word for subsequent insertions
- 5c. additional each insertion when box number is desired

HARDWARE AND METAL

Montreal **Toronto** **Winnipeg**

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

Edmunston, N.B., suffered loss by fire recently to the extent of $25,000.

A new ferro-nickel smelter will be erected at Sault Ste. Marie, Ont.

A large cold storage plant will be erected at New Westminster, B.C.

Rider & Kitchener's saw-mill, at Lindsay, Ont., was destroyed by fire recently.

The Ridgetown, Ont., Carriage Works suffered loss by fire to the extent of $800.

The new plant of the Chatham Gas Company, Chatham, Ont., has been completed.

The Fawcett Manufacturing Company, Sackville, N.B., suffered loss by fire to the extent of $3,000.

The Canadian Steel Specialty Company will erect a factory at Gravenhurst to cost $10,000.

The Georgian Bay Power Company are developing power at Eugenia Falls, near Flesherton, Ont.

The Ontario Power Company have purchased a sixty-foot right of way from Niagara Falls to Welland.

S. E. Landry proposes to start a wire nail and tack factory at Calgary, if certain concessions will be granted.

The Wabesso Cotton Company, Three Rivers, Que., is going on rapidly with the construction of its new plant.

It has been announced that Mackenzie & Mann will double the capacity of their blast furnaces at Port Arthur, Ont.

The Ontario Novelty Company has secured premises in Toronto on which an addition to their present factory will be erected.

Shipments of machinery have been arriving lately for the Sarnia Brass Works. The company will manufacture plumbers' supplies.

Work will commence in the spring upon an addition to the McClary Works at London, Ont., in which 200 additional hands will be employed.

The power plant of the Maine & New Brunswick Electrical Power Company was opened recently. The plant is situated at Aroostook Falls, N.B.

An agreement was signed recently for the location in Niagara Falls of the Niagara Falls Manufacturing Company. A fixed assessment has been granted.

Edward J. Cookson, representative of F. W. Bird & Son, manufacturers of Paroid roofing, was in Hastings last week looking for available sites for manufacturing industries.

The city council of Stratford, Ont., recently accepted the proposition of Boyer & Swartz, of Indiana, who will erect a factory for the manufacture of garden swings, step ladders, etc., in that city.

The Thames River Oil and Gas Company wants a franchise from the town of Aylmer, Ont., for power to enable them to pipe the town for the purposes of supplying natural gas for power, heating and manufacturing purposes.

The North Pacific Lumber Company, of Barnet, is preparing to erect what will likely be the largest and best equipped sawmill in British Columbia. The new mill will be located on the shore of Burrard Inlet, at Vancouver, a few hundred yards east of the large mill which the company already has in operation.

The Hanover Portland Cement Company are enlarging their plant, and the following contracts have been placed :— Canada Foundry Company, for two 250 horse-power boilers, condensors and pumps ; Kilmer & Pullen, Toronto, one 400 kilowatt generator ; the Robb Engineering Co., Amherst, N.S., one 500 horse-power engine.

The B. Bell & Son Company, Limited, has purchased the business formerly known as B. Bell & Son, St. George, Ont. The head office will be in Toronto. The directors of the new company are S. A. G. Chapman, H. W. Fleury, A. C. Morris, H. H. Hurd and Neil Sinclair. The factory will be started up in November. The new company has engaged F. K. Bell as manager.

Eight furnaces were blown out and three hundred men were thrown out of employment as a result of closing down yesterday of Dominion Copper Company's smelter at Boundary Falls. The shutting down of the smelter is primarily due to the low price of copper, combined with the difficulty in securing coke and the high wages which have been paid to the men. It is not known when the smelter will resume.

Chatham, Ont., will vote on a proposition to loan $20,000 to the Canadian Pin Company, who will agree to establish a factory in Chatham. Beside the town loan, which will be paid back in twenty annual installments, with interest at five per cent., they ask for exemption from school and frontage taxes for ten years, and 7-cent water. They agree to employ 60 workmen and to pay out $18,000 per year in wages.

Companies Incorporated.

Yukon District Gold Mining Co., Toronto, Ont.; capital, $5,000,000. To prospect and deal in gold, silver, copper, coal, iron and other minerals. Incorporators : J. S. Lowell, William Bain, R. Gowans, E. W. McNeill, Henry Chambers and C. S. Bisgrove, all of Toronto, Ont.

Ahern Safe Company, Montreal, Que.; capital, $75,000. To manufacture safes, vaults, locks, keys, iron railings and fences, fire escapes, metal work, adding machines and office specialties. Incorporators : R. A. Ahern, Arthur Ahern, W. J. Ahern and Mary Jessie Ahern, all of Montreal, Que.

The Boston Asbestos Co., Sacre Coeur de Jesus, Que.; capital, $300,000. To prospect for and develop asbestos and other mineral deposits. Incorporators : A. A. Normandin, Boston, Mass.; Achille Lessard, Joseph Dodier, Sacre Coeur de Jesus, Que.; J. H. Loranger, Montreal; Philippe Bolduc, St. Victor de Tring, Que.

Monarch Electric Co., Montreal, Que.; capital, $20,000. To carry on the business of electrical, mechanical and consulting engineers and contractors; to manufacture electrical machinery, tools and apparatus. Incorporators : J. R. Lewis, J. W. Schlieffers, H. S. Poole, Louis Gosselin and Eva G. Sissons, all of Montreal, Que.

The Canadian Mexican Development Co., Victoria, B.C.; capital, $1,000,000. To deal in and prospect for ores and minerals ; also to manufacture articles of wood and metal. Incorporators : J. S. Lovell, William Bain, Robert Gowans, E. W. McNeill, Henry Chambers, John S. Bisgrove, and R. M. Coates, all of Toronto, Ont.

Joliette Light, Heat and Power Co., Joliette, Que.; capital, $190,000. To take over the business of the National Gas & Oil Company and to acquire and develop any lands containing gas, oils, or minerals. Incorporators : L. P. Deslongchamps, J. A. Guibault, Joliette, Que.; L. O. Bournival, Leda Bellemare Bournival, St. Barnabe, Que.; Wilfrid Damphouse, Grand Mere, Que.

Building Notes.

A new armory will be erected at Strathroy, Ont.

The Bank of Montreal will erect a branch at Moncton, N.B.

A reformatory will be erected at Brandon, Man., to cost $150,000.

The Toronto Rowing Club will erect a club house to cost $7,000.

The Salaberry Catholic School, Montreal, will cost about $130,000.

A Presbyterian church will be erected at Settler, Alt., to cost $2,400.

The Bank of New Brunswick will erect a branch office at Halifax, N.S.

The Bank of Hamilton will erect a building in Toronto to cost $25,000.

The Canadian Bank of Commerce will erect a building at Kamsack, Sask.

The offices of the Traders Bank at Guelph will be enlarged at a cost of $15,000.

A permit for the new Montreal post office, to cost $448,000, has been taken out.

The Southwestern Traction Company will erect a large summer hotel and a sanitarium at New Orchard Beach, Port Stanley, Ont.

The contract for the new Catholic church at Peterboro has been awarded to Langford and Sheehy, for $44,311. This does not include the work for heating or electric lighting.

Municipal Undertakings.

Mimico, Ont., will borrow $7,000 for school purposes.

Listowel, Ont., will install its own electric lighting plant.

A new hospital will be erected by the town of Welland, Ont.

Clinton, Ont., has passed a bylaw for $53,000 for waterworks.

The civic asphalt plant for Ottawa will cost $14,800. A Buffalo firm's offer has been accepted.

The ratepayers of Kenora, Ont., will

"Dominion Crown"

Polished Sheets
Polished Canadas.

Best Quality and Finish

STOCK AND IMPORT

A. C. LESLIE & CO., Limited

MONTREAL

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

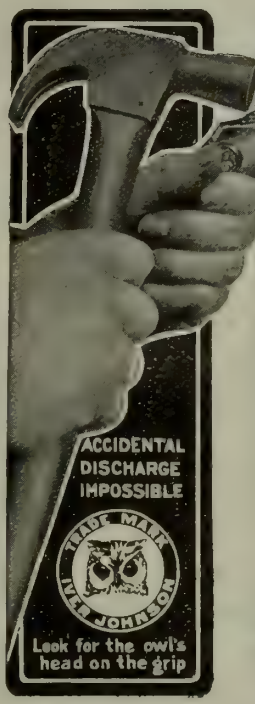
NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL



Hammer the Hammer

The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

vote on a bylaw to raise $75,000 for water-power development.

A number of capitalists have applied to St. John, N.B., for the establishment of a car works in that city.

The Hamilton Electric Light and Power Company have made an announcement of the long-promised reduction in rates.

The waterworks at Oshawa, Ont., recently added to their equipment a pump manufactured by the Smart-Turner Machine Co., Hamilton.

Railroad Construction.

Valuable coal beds have been found by the Grand Trunk Pacific in British Columbia.

The C.P.R. has commenced the retimbering of the trestle of the Interprovincial bridge.

Edge & Gutterridge have been awarded the contract for the station of the C.P.R. at Walkerton, Ont.

The Grand Trunk Pacific has 140 miles of track ready for government inspection west of Portage la Prairie.

Bids will soon be called in Strathcona, Alta., for laying mains in connection with the producer gas plant of the International Gas Heating and Lighting Co.

EUREKA HAY RAKE.

The J. H. Still Manufacturing Co., St. Thomas, have patented a wooden hay rake, named the "Eureka," which deserves attention from every handler of this class of goods in Canada. The special feature of this rake is the manner in which the handle is sawn, the braces and the main stem of the handle being all in one piece, producing a much stronger rake than the ordinary bow rake. The handle is attached to the head in a morticed hole instead of the usual round hole. The rake is shipped "knocked down," thus saving considerable in freight charges and requiring very little storage room, and is so simple and easy to set up that a boy can mount 150 dozen in ten hours.

HOE OR RAKE HANDLE CONNECTION.

C. B. Bendlage, Marshalltown, Iowa, has invented an interchangeable handle which may be applied to the heads of hoes, rakes, etc., one of the inventor's aims being to provide a handle to which the head of the desired implement may be applied in various positions, according to the nature of the work to be done. The handle is adapted to be quickly attached or detached from the implement head.

A man's idea of a close friend is one who will loosen up occasionally.

When you're in the right you can afford to keep your temper, and when you're in the wrong you can't afford to lose it.

ECONOMICAL GAS BURNER.

The aim of an invention patented by A. G. Kaufman, New York, N.Y., is to provide a burner for use on cooking stoves, gas arms and the like, and arranged to insure a complete mixture of the gas and air, to produce an exceedingly strong flame, capable of quickly and highly heating culinary and other vessels, soldering irons, sad irons, etc., the burner consuming but little gas.

LETTER BOX.

Continued from Page 53.

Razor Hones.

E. M. Shildrick, 259 Palmerston Ave., Toronto, writes. "Can you give me the addresses of firms in the United States who make razor hones?"

Ans.—The Pike Manufacturing Company, Pike, N.H., and the Carborundum Company, Niagara Falls, N.Y., are concerns making the largest lines. The Deerlick Oilstone Co., Chagrin Falls, Ohio, also make a line of hones as well as the Corundum Wheel Co., Hamilton, Ont.—Editor.

The Jobbers' List.

A retail firm in Northern Ontario asks how it can get on the jobbers' list. No class of goods is specified.

Ans.—Quantity buying is the usual method. Consult large dealers already on the list.—Editor.

Handle Manufacturers.

A subscriber inquires for names of Canadian handle manufacturers who may be prepared to handle some export business to Great Britain.

Ans.—The J. H. Still Manufacturing Company, St. Thomas, Ont., are the largest makers in Canada and with their enlarged plant should be able to handle such business. Other manufacturers are: Columbia Handle & Lumber Co., London; Cameron & Dunn, Strathroy; Thomas Pink, Pembroke; McFarlane-Neill Manufacturing Co., St. Marys, N.B.—Editor.

Trade Publications.

"Subscriber" intends becoming a manufacturers' agent and asks for names of hardware and grocery trade papers in the United States and Great Britain.

Ans.—Here are a few: "Ironmonger," 42 Cannon St., London, Eng.; "Hardwareman," Birmingham, Eng.; "Iron Age," "Hardware Dealers' Magazine," "Hardware" and "Metal Worker," New York City; "American Artizan," Chicago; and the "Hardware Trade," Minneapolis, Minn.

"Grocers' Journal," 29 Rood Lane; "Grocery World," 137 Fenchurch St., and the "Produce Markets Review," 119 Cannon St., London, Eng.; "American Grocer" and "Retail Grocers' Advocate," New York City; "Modern Grocer," Chicago; "New England Grocer," Boston; "Eli Grocer," St. Louis; and "Grocery World," Philadelphia.—Editor.

Consolidated Plate Glass Company of Canada Limited

Glazing Glass of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

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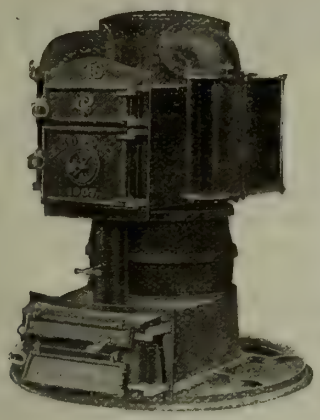

IMMEDIATE SHIPMENTS

This is the season when you require

PROMPT SERVICE

It has required very large additions to our manufacturing facilities to enable us to meet the constantly increasing demand for our

ECONOMY FURNACES and COMBINATION HEATERS

but we have made full provision for keeping pace with the needs of our customers and we are fully equipped to give you the best and quickest service.

Pease Foundry Co., Ltd., Toronto

Pease-Waldon Co., Ltd., Winnipeg

Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

News of the Paint Trade

SILEX AS A WOOD FILLER.

No substitute has ever been found to fill the place of silex as a mineral wood filler, and it is by long odds the most durable that can be used. Its special feature is its non-absorbent qualities, which prevent the encroachments of dampness on any job on which it has been used. It also unites readily with the fluids used in making a filler, and when properly prepared and applied fills the pores of the wood perfectly so that it is very easy to finish over. It is equally as good for surfacers, fillers, paste or liquid, or rough stuff for the vehicle painter.

Tellurium is a practically useless metal. A little is used in medicine, but it is stated that a day's yield of a single copper refinery would stock a large chemical supply house for a year's trade.

Antimony pigments are being favored by the French and Italian Governments. The advantage is claimed over white lead in being non-poisonous, and over zinc paint in being permanent. and sunproof.

PAINT EXHIBIT AT HALIFAX.

At the recent Nova Scotia Provincial Exhibition, the exhibit of Brandram-Henderson, Limited, held the chief place in the whole exhibition, its design and height according well with the central position it occupied. The architectural nature of the exhibit, made up of the products of the firm, was most appropriate.

The platform, foundations, railings, stairs, walls and roof, and even the signs were all painted with this firm's specialties. The dais was painted with Anchor liquid floor paint, each section in a different shade; the railings with Anchor aluminum and bronze paints. The main part of the pavilion was supported by huge casks of varnish and oil. The upper portion of the building was painted with "English" liquid house paints, in different colored strips, while the roof was shingled and showed four of the best shades of Anchor creosote shingle stains; the whole surmounted with a large sign painted with sign writer's black and gold.

Large corner pillars, composed of cans of "English" liquid house paint, Anchor liquid marine paint, graphite paint, etc., give an appearance of size and stability to the building. On the surrounding platform rested the heavier products, Brandram's B.B. genuine white lead and Anchor white lead and colored paints. Large glass jars of samples of chemical dry colors, manufactured at their Montreal dry color works, brighten the effect with their rich, deep shades.

Practically all their paint and varnish products were represented in this exhibit, also many of the raw materials used in the manufacturing processes—kauri gums, siccatives, oils, turpentine, creosote, dry colors, white lead, etc., but so well were they arranged that there was no confusion, each part being

Wouldn't it be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending **ELASTILITE.**

ELASTILITE VARNISH is for all outside or inside uses. Good Body, Brilliant Lustre, and very Durable.

In cans only, ½ pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Telegraphic Address: "MADDERETTE," LONDON

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works: Hague Street, Bethnal Green, London, E. (England)

SPECIALTIES:

Blues, all shades and qualities
Greens, all shades and qualities
Chromes, all shades and qualities
Imitation Vermilion and Carmine Lakes

Also all colours made from

Aniline, Cochineal, Madder, Wood Extracts, Lithol, Paranitraniline, etc.

Representative: **WM. O. GREENWAY, 13 St. John Street, Montreal**

How to Increase Your Paint Trade!

First look carefully over your stock and see if you have any

NEW ERA PAINT

If your paint trade isn't very brisk, it's ten to one you have no New Era brand in stock. Then, send us an order for a shipment of New Era Paint, and watch your paint trade grow, as customer after customer finds out its sterling merit.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

JAMIESON'S LIQUID HARD FLOOR WAX

The Modern Finish for Waxed Floors

Easiest to apply and keeps its appearance for a longer period than any other floor wax.

Put up in Pints, Quarts, Half Gallons and Gallons.

Manufactured by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

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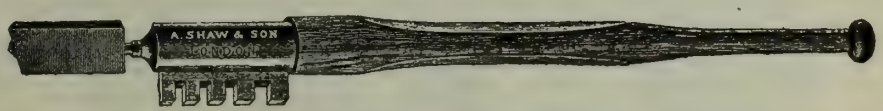
FOR
Window Glass, Paints, Oils, Fine Varnishes

SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

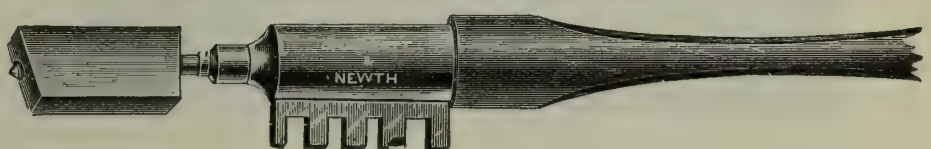


GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.

MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

GILBERTSON'S
COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent

clearly defined. Handsome color cards and show cards completed a very harmonious design.

Though their different plants are always taxed filling orders, their laboratories are constantly testing and experimenting in the endeavor to improve the standard of their staple and special products.

The large and increasing business of Brandram-Henderson, Limited, is largely due to the uniform excellence of their staple and special products.

The exhibit was an expression of the policy of this progressive firm, and impresses one with the extensive line of their high-class painting specialties—paints and varnishes for every purpose for which these articles are used, as well as dry colors and lead products.

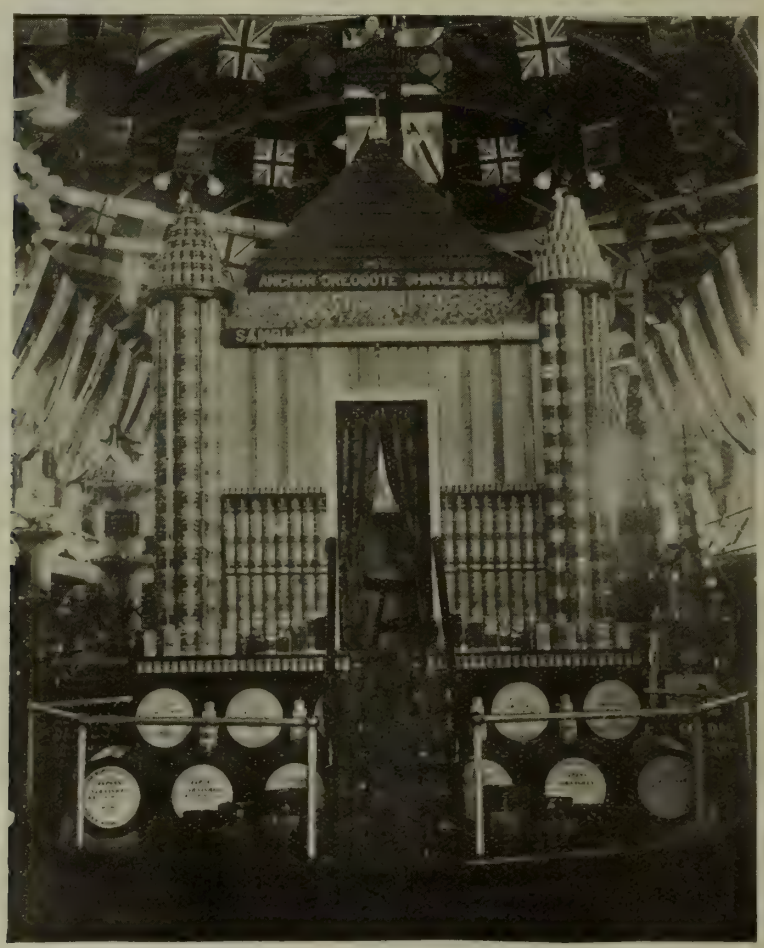
Paint and Oil Markets

MONTREAL.

Montreal, October 25.—There is no disguising the fact that a careful canvass of the manufacturing and jobbing trade has shown a good deal of disappointment regarding the fall trade, which has not maintained the busy character experienced last year. Orders are extremely numerous, but the ominous word, "caution" seems to be written large on all of them and they lack considerable volume, as a rule. A good deal of hesitancy is ruling now, and will rule until the western crop is moved and financial conditions become healthier.

Linseed Oil—Maintains the firmness noted last week; stocks are ample, however, but there is no disposition on the part of makers and jobbers to shade figures to augment and stimulate sales. Prices are unchanged: Raw, 1 to 4 barrels, 62c; 5 to 9, 61c; boiled, 1 to 4 barrels, 65c; 5 to 9, 64c.

Turpentine—A moderate demand exists, supplies are adequate, and prices are steady: Single barrels, 74c; wood distilled turpentine, pure, 68c.



Display of Brandram-Henderson, Limited, at the recent Halifax Exhibition.

Ground White Lead—Is in good request—a condition usual at this time of the year. Good stocks are being maintained and all orders are being filled without delay. Prices are firm: Government standard, $7.25; No. 1, $7; No. 2, $6.75; No. 3, $6.35.

Red Lead—The primary markets are firm and unchanged. Local stocks are not abundant. Quotations are firm with every prospect of slightly higher figures toward the close of navigation: Genuine red lead, in casks, $6.25; in 100-lb. kegs, $6.50; in less quantities at $7.25 per 100 lbs. No. 1 red lead, casks, $6;

Paints of Quality

While "Anchor" brand Painting Specialties and "English" Liquid House Paints have been again awarded the Gold Medal for excellence, this time at the Nova Scotia Provincial Exhibition.

Better far are the unsolicited testimonials of those who have used these paints and found them practically worthy of such award.

BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

MONTREAL HALIFAX
ST. JOHN WINNIPEG

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass and Glass of all kinds.

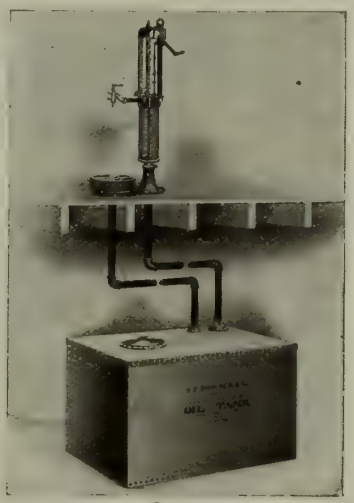
LET US QUOTE

A. RAMSAY & SON COMPANY

Glass Dealers — MONTREAL — 10 to 22 Inspector St.

Linseed Oil Tanks

The Bowser Self-Measuring Oil Tanks will handle Linseed Oil, Turpentine, Varnishes, Shellacs and Dryers just as readily as they do Kerosene and Gasolene.



Cut 15
Cellar Outfit for Heavy Oils

The Bowser saves oil, saves time, saves labor, and so pays a bigger return than any other part of the store equipment.

The Bowser will handle the heaviest, stickiest oils without gumming—with absolute accuracy of measurement, without leakage, evaporation or waste.

The Bowser will draw and measure five gallons of Linseed Oil in less time than is required for one gallon with any other arrangement.

Send for Catalog V.

S. F. BOWSER & CO., LIMITED
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one write us for our liberal exchange offer."

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

kegs, $6.25, and smaller quantities, $7.

Dry White Zinc—A limited enquiry is reported and shipments are not very heavy. Quotations continue firm, without change: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—Quotations are firm and unchanged and there has been a stronger call for the higher grades. This line is slowly but steadily winning increasing popularity amongst painters. Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Gum Shellac—The market is not in a very healthy condition. Makers are buying supplies in limited quantities and there is no interesting feature to report. Prices are unchanged: Fine orange, 60c per lb.; medium orange, 55c; white (bleached) 65c per lb.

Shellac Varnish—This popular brand of varnish is being steadily enquired for and in common with all other grades of varnishes, a satisfactory volume of business is being transacted. Prices are steady: Pure white bleached shellac, $2.80; pure orange, $2.60; No. 1 orange, $2.40.

Putty—The demand is commencing to overstep the supply and some grinders are utilizing their power "after official hours" to catch up with boat orders. All through the season the large volume of business transacted in this commodity has been splendidly maintained. Prices are firm without change: Pure linseed oil, $1.85 in bulk; in barrels, $1; in 25-lb. irons, $1.90; in tins, $2; bladder putty, in barrels, $1.85.

TORONTO.

Toronto, Oct. 25.—As the end of October approaches, it is quite evident that the amount of business transacted for the month in these markets will not equal the total amount put through for the same month last year. One reason for the smaller volume of this autumn's trade lies in the fact that paint and oil prices in general are much higher than those which prevailed last fall, and this has caused a considerable shrinkage in orders for future delivery. Another thing which tends to encourage hand to mouth buying is the scarcity of money, which has caused collections to lag behind and at the same time has made retailers very cautious in locking up capital in stocks for future sale.

Linseed Oil—The linseed oil market has been affected during the week by the price of flaxseed at Chicago and other western points causing a very unsettled feeling, and until it is decided what is to be the value of flaxseed for the year there is some indecision in the value of linseed oil. A reduction took place in Chicago a week ago, of about 10c a bushel on seed, which has been partially recovered this week. At the high price that was in Chicago a week ago the Canadian crushers could not continue to sell oil at the price they have been offering it at, and as the amount of seed in the Northwest is perhaps not quite so large a crop as was at first anticipated, it seems likely that the price for seed may be maintained, now that a considerable portion of it has perhaps left first hands. We quote: Raw, 1 to 3 barrels, 64c; 4 barrels and over, 63c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, thirty days.

Turpentine—The market for turpentine is still very uncertain. Some correspondents from the Southern States claim that amongst the producers there is no turpentine left, and that at some of the large centres, such as New York, the stocks are very light, but the continued fighting between the Savannah and Jacksonville magnates has tended to keep the price lower than it otherwise would have been. It is known that considerable turpentine is tanked at Jacksonville, the holders of which claim that it has been bought and paid for without recourse to raising money from the banks. If this is a fact, and the stocks at various points are as low as some claim, the price might advance considerably any time within a week, but the whole market is very uncertain. Present prices are: Single barrels, 76c; two barrels and upwards, 75c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms, 2 per cent., 30 days.

White Lead—A fair amount of orders have been received during the week but most retailers apparently are buying only for immediate requirements. White lead is now quoted locally as follows: Genuine pure white lead, $7.40, and No. 1, $7.15.

Red Lead—In sympathy with the firm tone of the English pig lead markets, the price of red lead locally is very strong. The demand continues good. We quote: Genuine, in casks of 500 lbs., $6.25; ditto, in kegs, of 100 lbs., $6.75; No. 1, casks of 500 lbs., $6; ditto, in kegs of 100 lbs., $6.50.

Shellac—A strong demand exists, due to the many and varied industrial uses to which shellac can now be put. Prices are firm, as follows: Pure orange, in barrels, $2.70; white, $2.82½ per barrel; No. 1, (orange) $2.50.

Glass and Putty—Both continue to be in excellent demand, with supplies fairly adequate to meet the present requirements of the trade. Prices on both commodities are firm and unchanged.

Petroleum—The autumn rush is now at its height and many retailers are ordering their winter supply. Prices are firm, as under: Prime white, 14c; water white, 15½c; Pratt's astral, 18½c.

ANCIENT WINDOW GLASS.

Glass is about 5,000 years old. Specimens have been found in the Egyptian tombs about 4,000 years old, and glass bottles are represented on tombs about 1,500 years earlier. All the ancient glass was practically useless for transmitting the rays of light unbroken and with undiminished energy. Glass mirrors are mentioned by Pliny, but as they neither were perfectly plane nor foliated they gave back a most imperfect image and were not in high esteem. Mirrors were made in Egypt thousands of years before the Christian era. The materials used were obsidian, metal, zinc, and silver. Window glass was slow to gain currency, as is evident by the little panes in many old buildings of Europe. They usually are round or nearly so, and so small that one of them can easily be held between the tips of the fingers and thumb. That this form of window glass first came into vogue in Germany is evident from the name, Scheibe, meaning disk, by which a pane of glass is still designated, no matter what its shape.

Notwithstanding the enormous and gratifying increase in our output of Ready Mixed Paints there is still a brisk and lively demand for our popular and reliable brands of White Lead.

It is conceded by all practical painters and unbiased judges that the highest standard of excellence in White Lead is represented by the world-famous "Elephant."

Ample stocks are held ready for immediate shipment at the Canada Paint Company's factories in Montreal, Toronto, Winnipeg.

The only genuine "Decorators' Pure" is also made by the Canada Paint Company, Limited. It has a wide sale and carries the guarantee of the White Lead Association as the Hall Mark of purity.

The CANADA PAINT COMPANY, Limited

Grinders of WHITE LEAD and Snow-White ZINC

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

TRY OUR

"Phasantite"

An ideal water Paint for walls and ceilings. In White and twenty eight different colors.

We supply it in 5 lb. Cardboard boxes and Kegs of 125 lbs.

This article is unequalled for both inside and outside work. A 5 lb. box will cover 450 square ft.

A trial will prove to you it is the finest article on the market for the purpose.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

LUCAS

PHILADELPHIA NEW YORK CHICAGO

BOSTON SAN FRANCISCO

The Top Notch of Excellence

is attained in

MARTIN-SENOUR HOUSE PAINT

it is 100% Pure and is made only of pure carbonate of lead, oxide of zinc and linseed oil

ACCURATELY PROPORTIONED

by expert paint makers, and ground and reground, and thoroughly mixed by the most modern machinery, producing the best mixed house paint, and the most secure foundation for a successful paint trade in any locality.

We have a splendid line of advertising matter for store and mailing purposes—**advertising matter that helps to move the goods from your shelves**—it's trade-getting.

You will find a **Martin-Senour Paint Exclusive Agency a money-maker.** Write now for full particulars. We will cheerfully comply.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

Paint Makers, Montreal and Chicago

The Winnipeg Paint and Glass Co., Ltd., Winnipeg

The Maritime Paint and Varnish Co., Ltd., Halifax, N.S.

WE Claim to give **all round** satisfaction to you and **your** customers.
BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET. ASK FOR THE BRAND.

Our Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 25, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb.	0 13½
Hallett's	0 13

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates, 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Sta Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 1 c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot........... ...	14 00	14 50
Cut lengths, round, bars, ½ to 2 in...		2[illegible] 00
Plain sheets, 14 oz....................		25 00
Plain, 16 oz., 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base.................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

No 10 gauge	2 70	2 70
12 gauge..........................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60....................	4 70	4 60
20x28x80	8 90	8 70
.. ..	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16.-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 guage, American	3 85
26 " "	4 10
28 " "	4 55
10¾ oz.	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	23 50
Middlesboro, No. 3 pig iron..	20 50	22 00
Summerlee, " ..	25 50	25 50
" special " .	24 50	....
" soft " ..	24 00	....
Carron	25 50	....
Carron Special	24 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1		25 50
Midland, Londonderry and Hamilton		24 00
Radnor, charcoal iron........	30 00	32 [illegible]
Lowmoor iron..................... ..		6 50
Angles		2 65
Common bar, per 100 lb......	2 20	2 30
Forged iron "	2 45	..
Refined " "	2 60	2 80
Horseshoe iron "	2 60	2 80
Band iron, No. 10 x ⅜ in.		2 30
Sleigh shoe steel "	2 25	2 30
Iron finish steel		2 30
Reeled machinery steel		3 00
Tire steel	2 40	2 50
Sheet cast steel........ ...		0 12
Mining cast steel....		0 08
Warranted cast steel		0 14
Annealed cast steel....		0 15
High speed	0 60	0 65
B.P.L. tool steel	10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $37 00 $38 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box
I C, 14 x 20 base		$6 50
IX, 14 x 20 "		8 00
IXX, 14 x 20 base		9 50
Raven and Vulture Grades—		
I C, 14 x 20 base		5 00
I X "		6 00
I X X "		7 00
I X X X "		8 00
"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	5 35	5 50
Bar, "	5 75	6 00
Sheets, 2½ lb. sq. ft., by roll ..	6 75	6 50
Sheets, 3 to 6 lb. "	6 50	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 50	7 75
Part casks....................	7 75	8 00

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic	6 50	6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
⅜ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 12
Light copper..............	0 11	0 10
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08½
Light brass	0 06	0 06
Tea lead	0 03½	0 03¾
Heavy lead................	0 03¾	0 04
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	11 50
" 2 " "	6 00	6 00
Machinery cast scrap ...	17 00	16 00
Stove plate................	12 00	11 50
Malleable and steel	9 00	10 00
Old rubbers	0 10½	0 10
Country mixed rags, 100 lbs.	1 00	1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 35	⅛ inch........	3 20
¼ "	2 35	¼ "	3 20
⅜ "	2 90	⅜ "	3 75
½ "	3 90	½ "	5 00
1 "	5 80	1 "	7 25
1¼ " 7 65 to	9 25	1¼ " 9 90 to	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 75	3 "	34 00
3½ "	34 25	3½ "	42 75
4 "	39 00	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... .. 4 50 5 00

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping..........................	0 22	0 23

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead......................	0 08
Lump olive.........................	0 01¾

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 04
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.

Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 90
Sherwin-Williams paints	1 55
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 55
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
P. D Dods & Co's "Island City"	1 25
Sanderson Pearcy's, pure	1 20
Robertson's pure paints	1 20

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 65
Fine orange	2 60
Medium orange	2 55

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's a-tral "	0 18½
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls.	0 21 0 23½
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 76
Linseed Oil, " raw	0 61 0 63
" " boiled	0 64 0 66

WHITE LEAD GROUND IN OIL. Per 100 lbs

Canadian pure	7 15
No. 1 Canadian	6 80
Munro's Select Flake White	7 65
Elephant and Decorators' Pure	7 65
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
" Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 40
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Klastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 4 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10 2 10
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
"Iron Clad" paper	2 15
" wood	2 2
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
" " 5-in., "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in per 100 lb.	4 75
over 12 in "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 59, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes per lb	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWEARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill...................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler s ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each................ 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

—

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11·00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail................	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net.................. 8 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'............. 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

—

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¾
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb........ .... 0 12½
Brook's...................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise..................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	6
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.......	55 and 5
Bolt Ends.....................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in, $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3 65; ¾ in., $3.60; ⅞ in., $3.45; 1 in. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.
"C" brand, 57½ per cent. off list.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.........................	4 00	3 55
3d.........................	3 15	3 25
4 and 5d...................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d.................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese-box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

—

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge......................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 10, fancy, 40 and 5.

Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS

Clauss, nickel, discount 60 per cent.

Clauss, Japan, discount 67½ per cent.

Clauss, tailors, discount 40 per cent.

Seymour's, discount 50 and 10 per cent.

Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.

Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.

London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 p.c.

Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.

Premier steel ware, 40 per cent.

Star decorated steel and white, 25 per cent.

Japanned ware, discount 45 per cent.

Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.

Milk can trimmings, discount 25 per cent.

Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.		6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.

Japanning, 50c. per doz. extra.

Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary s Model galvanized oil can, with pump, 5 gallon, per dozen 10 92

Davidson oilers, discount 40 per cent.

Zinc and tin, discount 50 per cent

Coppered oilers, 20 per cent. off.

Brass oilers, 50 per cent, off.

Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.

Flaring pattern, discount 45 per cent.

Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.

10-qt. flaring sap buckets, discount 35 per cent.

6, 10 and 14-qt. flaring pails dis. 35 per cent.

Copper bottom tea kettles and boilers, 30 p.c.

Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.

Retinned, 72½ per cent revised list.

SAP SPOUTS

Bronzed iron with hooks ....per 1,000

Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz 3 00 15

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.20; No. 15, $4.50; in lengths 6′ to 11′, 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright .... 2 80 Galvanized.... 32

HAY WIRE IN COILS.

No 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos 6 to 9. $2.35 f.o.b. Cleveland in car lots List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.

Black, 1st grade, 6 strands, 19 wires. ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops		1 25
"900" mops		1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 p.c

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross	...	7 80
" " "	....	9 60

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.

Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton	20 00	22 00
" under 40 lb.,	"	....	24 00
" 200 lb. and over		....	26 00

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Carriage Mountings Co , Ltd.. Toronto.

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd , Toronto.
Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
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Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies.
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
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Stephens, G. F., Winnipeg.
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Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
Phillips, Geo.. & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Kemp Mfg. Co., Toronto.
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Engines, Supplies, etc.
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Eavetroughs
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Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
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Pease Foundry Co , Toronto.

Galvanizing.
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Glass Ornamental
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Glaziers' Diamonds.
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Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
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Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
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Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Bellevi le.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
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Ladders.
The Wagoner Ladder Co., London, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
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Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
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Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co., London, Ont.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

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Gillett, E. W., & Co., Toronto

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co, Winnipeg.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
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Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Nails Wire
Dominion Wire Mfg. Co., Montreal.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dann's Wire & Iron Co, London Ont.

Packing.
Gutta Percha & Rubber Co Toronto

Paints, Oils, Varnishes, Glass.
Blanchite Process Paint Co., Toronto.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co. Toronto
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ottawa Paint Works, Ottawa
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Sanderson Pearcy & Co., Toronto
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Standard Paint Co., Montreal
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Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

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Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.
Majestic Polishes, Toronto

Portland Cement.
International Portland Cement Co. Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.

Printing.
London Printing & Lithographing Co., London, Ont.

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Fabien, C. P., Montreal

Registers
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Roofing Supplies
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Standard Paint Co. Montreal.
Wheeler and Bain, Toronto

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe
McFarlane, Walter, Glasgow

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal
Round, John, & Son, Sheffield, Eng.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers
Cavers Bros., Galt

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Chown, Edwin and Son, Kingston
McClary's, London, Ont.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard Wm., Toronto
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal
Ontario Tack Co., Hamilton.

Tents.
Tobin Tent and Awning Co., Ottawa

Tin Plate.
American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lyagut, John, Bristol, Newport and Montreal

Turpentine
Defiance Mfg. Co., Toronto.

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited Toronto.

Wall Paper Cleaner.
Gilbert, Frank U. S., Cleveland

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Water Filters
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc
Banwell-Hoxie Fence Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co, London, Ont.

Wrapping Papers
Canada Paper Co Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers
Connor, J. H., & Son, Ottawa, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

McDOUGALL PUMPS ARE STANDARD PUMPS

We are going to make the above expression known over the whole civilized portion of this good old world and incidentally educate a few heathen tribes into the bargain. We will do this by "Delivering the Goods" and nothing better in the Pump way is procurable anywhere. We have them for all duties and the price is in your favor.

Quality first however

THE

R. McDougall Co., Ltd.

GALT, CANADA

WORKS ALL THE TIME

Some ventilators will work only in a windstorm that spoils their effectiveness.

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature within and outside the building.

St. Peter's School,
Montreal, June 1st, 1903.

Messrs. The J. W. Harris Co., Limited :
Dear Sirs,—

In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother Jordanus, Dir.

—MANUFACTURED BY—

THE J. W. HARRIS CO., LIMITED
CONTRACTORS, - MONTREAL

ROBERTSON'S SOLDERS

Bar-King, Strictly Merchant's, Wire (any gauge) Triangular, Oval, Plumbers' and Canners' Solders, Electricians' Solder

ARE STANDARD

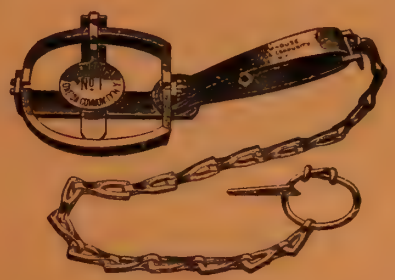
Ask Quotations

The James Robertson Co., Limited

144 William St., MONTREAL, QUE.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made since 1848 by

ONEIDA COMMUNITY, Limited

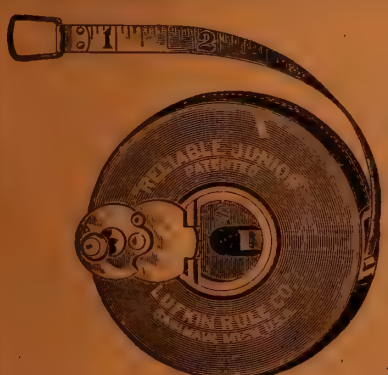
Write for Catalogue — NIAGARA FALLS, ONT.

Every Dealer Should Sell Walker Corkscrews

Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

We can quote from stock or arriving by late fall steamers via the St. Lawrence.

"F. B. & W." Highest Quality English

Dry White Lead

Red Lead

Orange Mineral

Litharge

"V.M." Brand Zinc Oxides

Nitrate of Lead

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL

OUR CATALOGUE OF

Gun Repair Parts

and

Gunsmith's Tools

is now ready. Every repair man and dealer should have a copy. Write us if interested.

JOHN MILLEN & SON

Limited

MONTREAL TORONTO VANCOUVER

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 2, 1907 NO. 44.

Quality

and

"Queen's Head"

always go together.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL Managers, Canadian Branch.

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

The Price of Coal

makes it easier than ever to sell a

"Sovereign" Boiler

The fact that the "Sovereign" Boiler is a fuel saver is a good selling argument in these days of sky-high fuel. The combustion chamber in the "Sovereign" is so constructed as to extract every particle of heat from every piece of fuel put into it. This is not a high-flown fancy but a plain as daylight fact, vouched for by thousands of pleased users all over Canada.

WRITE FOR OUR FREE BOOKLET.

TAYLOR-FORBES CO., Limited

Head Office and Works:—GUELPH, ONT.

TORONTO—1088 King St. W. MONTREAL—122 Craig St. W.

WINNIPEG—The Vulcan Iron Works, Limited

Read "Want Ads." on Page 49

CUTLERY

Pen Knives and Scissors

Cases of Carvers

Razors and Pocket Knives

5-Piece Case Carvers

The new lines of Cutlery Samples shown by our travellers this season are far superior to anything heretofore on the market, and it will be interesting to you, as well as profitable to examine them.

Pocket Knives

3-Piece Case Carvers

Pocket Knives

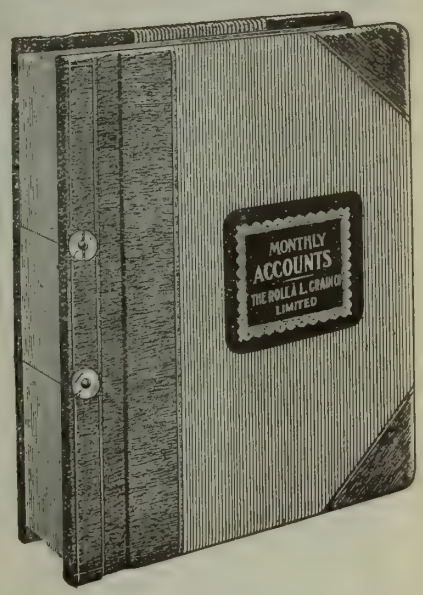
RICE LEWIS & SON

LIMITED

TORONTO.

Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.



THE CRAIN MONTHLY ACCOUNT SYSTEM

has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds one sheet as easily as it does 1,000, not one you must have a certain number of sheets in before it will bind, and then only allow you to extend to a limited number of accounts.

Write us for particulars

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

TORONTO: 18 Toronto Street
MONTREAL: 28 Alliance Bldg., 107 St. James St
WINNIPEG: 11 Hanton Block

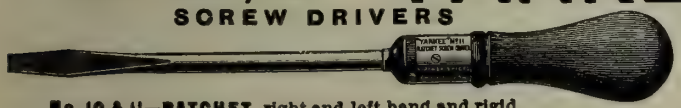
Other Tools are very Good Tools, but

"YANKEE TOOLS"

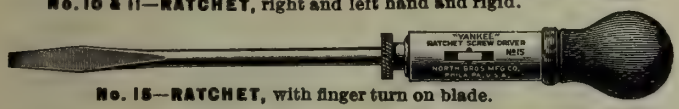
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



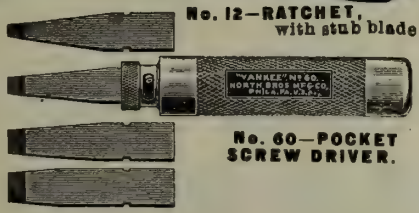
No. 15—RATCHET, with finger turn on blade.

No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " right hand only.

Chuck and 8 Drill Points for spiral ratchet screw driver.

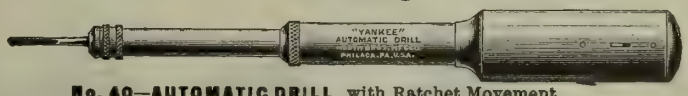
No. 12—RATCHET, with stub blade

Countersink, for spiral ratchet screw driver.



No. 60—POCKET SCREW DRIVER.

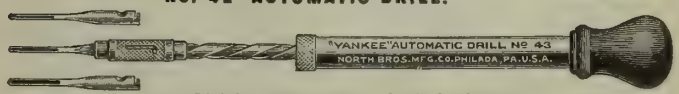
DRILLS



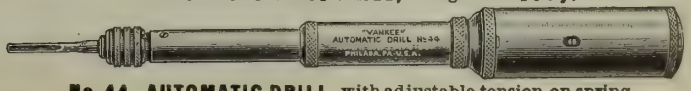
No. 40—AUTOMATIC DRILL, with Ratchet Movement.

No. 41—AUTOMATIC DRILL.

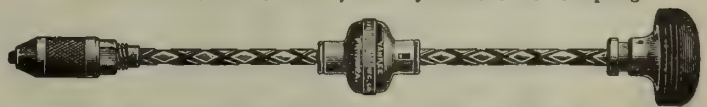
No. 42—AUTOMATIC DRILL.



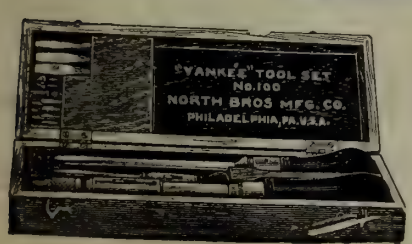
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

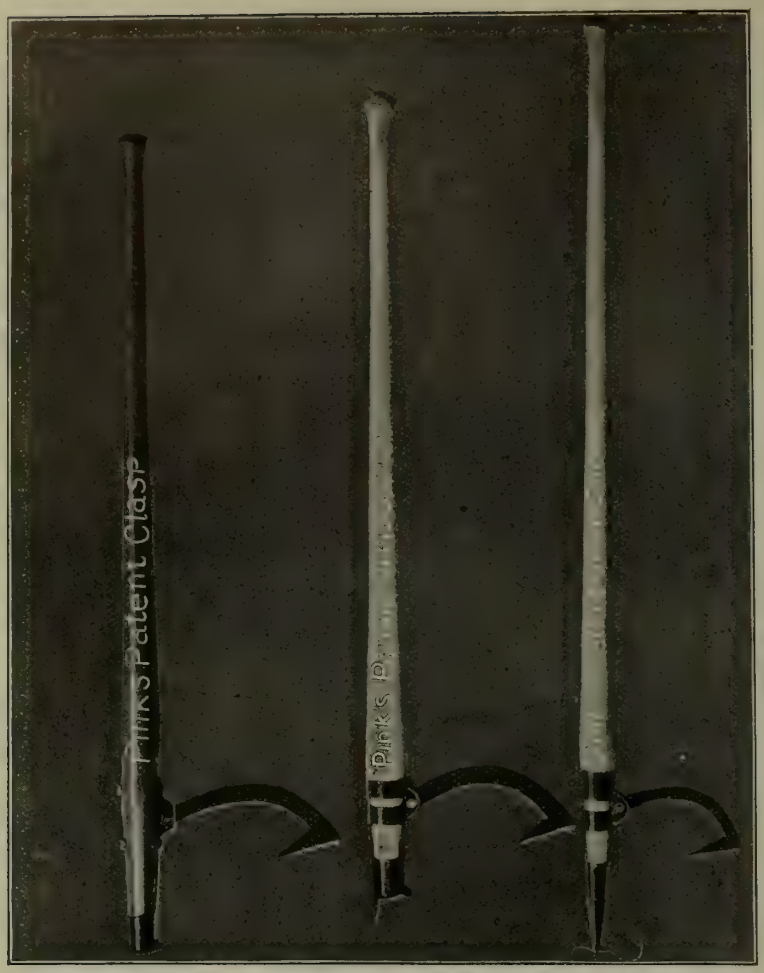


SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

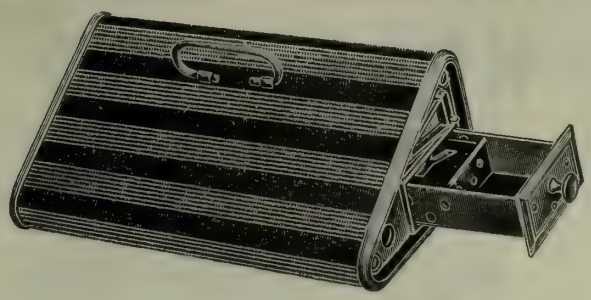
COPPER

M. & L. Samuel, Benjamin & Co.

TORONTO

IDEAL Carriage Heaters

The Original Heater with Adjustable Ventilators. All Others Are Imitations



The Only Heater that will Not Burn Your Robes and Rugs

Did it ever occur to you why you never see an advertisement for Nails, Bar Iron, and such like? The reasons are many:

In the first place, every buyer knows that an up-to-date hardware store cannot be run successfully without such staples; another good reason is that if an advertisement costs anything it would be hard to get this cost out of such unprofitable goods, and, if a hardware dealer depended on such lines to pay his expenses, there would be more failures than there are to-day.

Successful merchants are always looking for something that will satisfy their customers and also pay them well for handling them.

Did you ever try to sell a ***Carriage Heater?*** If not send us a sample order, and you will then see how easy it is, and the person who buys it will wonder why they ever did without it as it certainly fills a long felt want.

The Ideal is the Best Heater Made and Our Prices Are Lowest

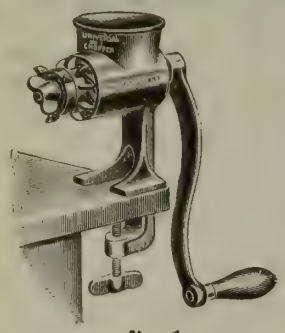
Petty Coal is manufactured from best material all through, burns to a clear white ash, no waste or incombustible matter remains, it will not go out when most needed, it burns without smoke, odor or flame.

Ideal Heaters and Petty Coal Are Absolutely Guaranteed

LEWIS BROS. Limited

Montreal

OTTAWA **TORONTO** **WINNIPEG** **CALGARY** **VANCOUVER**



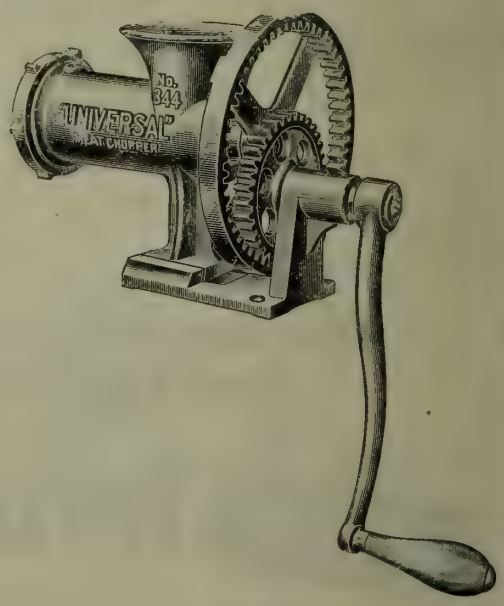
No. 1

UNIVERSAL MEAT CHOPPERS A HOUSEHOLD UTENSIL

Are you selling the **Universal** Meat Choppers, Bread Makers, Cake Mixers or Coffee Percolators?

No. 0—small family size, capacity 1½-lbs. per minute
No. 1—medium family size, capacity 2-lbs. per minute
No. 2—family size, capacity 2½-lbs. per minute
No. 3—market size, capacity 3-lbs. per minute
No. 344—butcher's size, capacity 3-lbs. per minute

Universal Food Choppers, chop all kinds of meats, raw or cooked, fish, crackers, cheese, fruits and vegetables of all kinds, as fine as meal, or coarser if desired. The family sizes are handy and easily fastened to the table: all parts of these choppers being galvanized they are easily cleaned.



No. 344

Send for prices and circulars of above

WOOD, VALLANCE & CO.

Hardware and Iron Merchants

HAMILTON, - - - ONTARIO

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

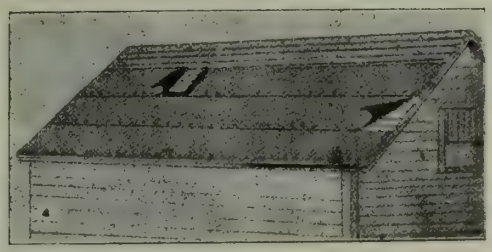
Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

CONGO NEVER—LEAK ROOFING

You can lay it yourself



A better ready Roofing than Congo is not made.

Rain Proof, Air Proof, Climate Proof, Water Proof. Every Roll Perfect.

Cheapest and best
Will not taint water
Acid and Alkali proof
Waterproof and time-defying
Requires no coating for many years
Coated both sides, preventing rot underneath
Can be used on steep or flat roofs
Can be applied over old roofs
Easily and quickly laid
Elastic and pliable
Fire-resisting

IS YOUR ROOF TIGHT?

Congo Roofing will make it so. If it's a Congo Roof it will be tight and it will stay tight. Any roofing is tight for a while, but Congo Roofing stays tight longest. It outlasts shingles and costs less. It is easy to lay and simple to maintain.

The rolls are finished with an attractive wrapper and label.

The ends are capped with cotton to protect the edges of the roofing.

People who buy Congo Roofing for a building once, don't buy any more in after years—for that building, because it is *there to stay*, although the roof costs but little. They do buy more for their *other* roofs. Everyone who tries Congo is soon a convert, and he becomes more enthusiastic the longer he waits for the roof to wear out.

Congo Roofing

The NEVER LEAK Roofing

A strong phrase, but it's a good name for Congo. Perfect rolls, carefully made and every one inspected and tested. No imperfect rolls will reach you. That's why it never leaks. There are no flaws, no thin places, no weak spots. Once it is on the roof, the water will not get through.

Congo cement is an extremely adhesive liquid especially adapted to cementing the laps and joints of Congo roofing or for patching old felt roofs.

Congo Roofing is easy to apply. Skilled labor is not necessary. You don't have to hire an expert to help. If you can drive a nail you can do all the work that is necessary. The directions for laying are simple, and it is hard to make a mistake. Every roll comes complete, with plenty of nails, cement and caps. There is nothing else to pay for. The roofing is all ready to put down. Just rip off the wrapper and lay the Roofing on the building.

Thickness	Width	Weight of 108 square feet
1 Ply	36 in.	35 lbs. per Roll
2 "	36 "	43 " "
3 "	36 "	55 " "

In each case the price includes Cement, Caps and Nails for applying. Each roll contains 108 square feet sufficient to cover 100 square feet and allow for a two in. lap.

For other Building Paper see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

We Ship Promptly

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

Our Prices are Right

To Avoid Delay

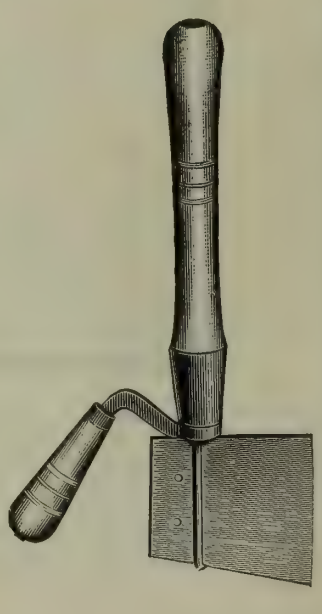
Place Your Orders at once

Dealers who always keep the Racer and Maple Leaf Brand secure the largest volume of the saw business annually.

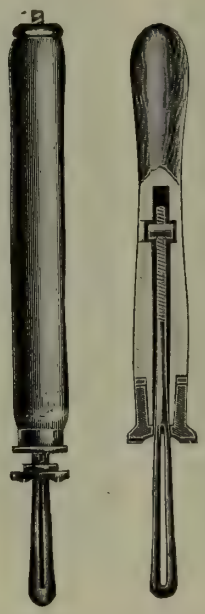
They are used everywhere by those who are satisfied with the best only.

You will find it profitable to carry these lines in stock because they are the recognized standards.

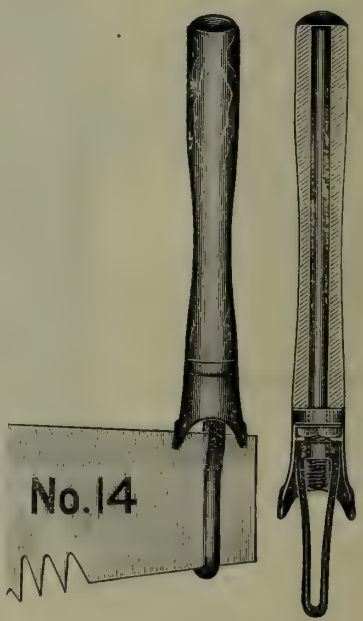
Another point worth consideration is that we have a large stock now on hand ready for immediate delivery.



No. 2 Lion



No. 20 No. 12



No. 14

Order a few and see how quickly your trade will take to them.

QUOTATIONS CHEERFULLY GIVEN ON REQUEST.

Frothingham & Workman, Limited

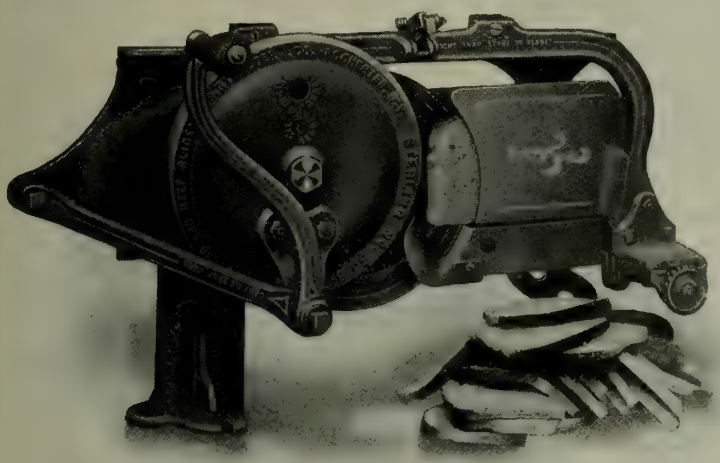
F. & W.

Hardware, Montreal

You Can Sell

these machines in your town. Grocers, hotels and restaurants have use for them. They will save them money.

They are the best machines of the kind and will slice anything that requires slicing, bread, beef, bacon, canned meats, sausage, etc.



"Sterling" Slicer No. 50B and No. 70

In their action they are exactly similar to that of drawing a knife across the material to be sliced. The cutting is done by a round blade which revolves rapidly across the face of the food being sliced. In the No. 50 B slicer, the cutting edge of the knife travels 38 in., in No. 90 twelve feet.

"Sterling" Slicer No. 90

They are accurately and strongly made, and not liable to get out of order. Many hundreds are in successful use.

This advertisement is worth keeping. You may have call for such articles some day.

Send for Complete Catalogue and Prices.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses,
MONTREAL
Warehouse at
WINNIPEG,
CANADA.

Showrooms
TORONTO, 77 York Street,
OTTAWA, Holbrook Chambers,
QUEBEC,
FRASERVILLE.

HAVE YOU GOT THEM?

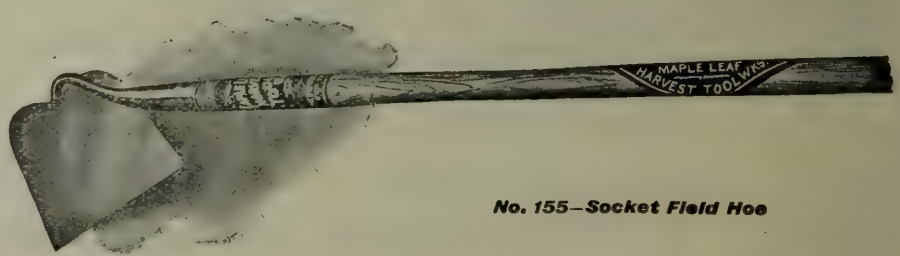
The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork

No. 108—Hay Fork

No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

ADVERTISING.

HARDWARE BOOK.

Contains a number of ready-made ads. with suitable illustrations for Hardware Merchants and Stove Dealers. Price, $1.50.

MACLEAN PUBLISHING CO.

Montreal Toronto Winnipeg

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-319

Cloth bound 615 pages, Price $5.00.
Special offer to the retail trade, $2.90 to January 1st, 1908, delivered.

CATALOGUES.

CATALOGUE COMPILING.

Attractive, neat, up-to-date, business-getting, at moderate cost, promptly done.
Before starting a Hardware, Stove or Machinery catalogue, write me for estimate, etc.

CHARLES D. CHOWN,
40 Guilbault St., Montreal, Que.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

FEED BOILERS.

For Feed Cooking Boilers write the largest Manufacturers in Canada for circulars and prices. You know us.

The James Bros. Foundry Co.
Perth Ont.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

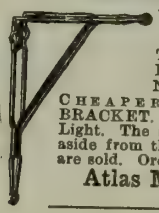
GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

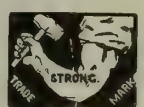
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

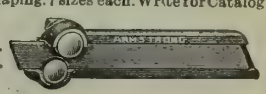
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.,
Office and Works, 17 Pontiac St., Montreal.

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.

Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.

PARTRIDGE & SONS - Proprietors

Up-To-Date Lumbermen's Supplies

AXES

Forest King
Made by Josiah Fowler. A lumberman's axe. Hand-made, unequalled in quality and finish.

Blood's Champion
Made from Firth's best cast steel.

Forest Clipper—Black Prince—Mikado
Fowler's and Blood's double bit axes.

Atkin's Victor Cross-cut Saws
They saw well. They sell well.

Disston's and Shurly & Dietrich Maple Leafs

Horse Blankets
Every size and kind.

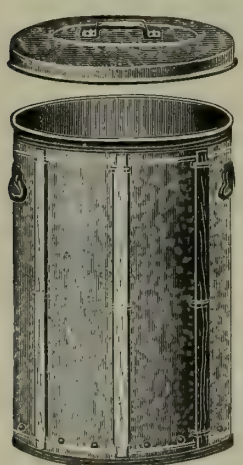
Pink's Lumbering Tools
Full assortment.

WRITE FOR PRICES

Thos. Birkett & Son Co., Limited, Wholesale Hardware **Ottawa, Ont.**

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling



Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

ENAMELLED COVERS ON ALL OUR GOODS

Buy...

ENAMELWARE

Manufactured by

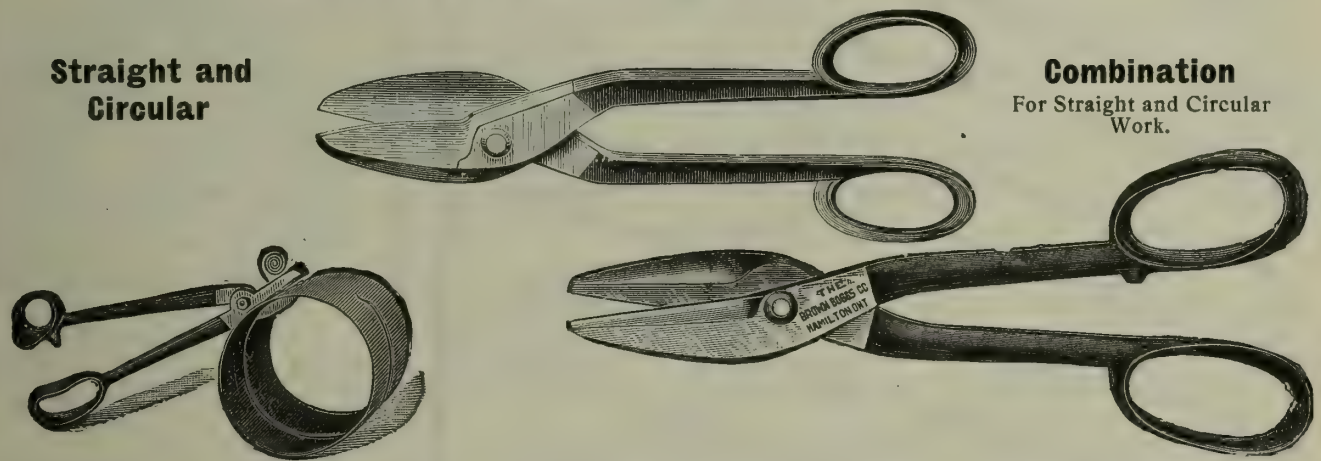
ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.
TORONTO, ONT.

CANADIAN SNIPS

Straight and Circular

Combination
For Straight and Circular Work.

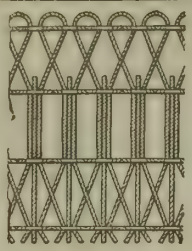


They cut **EASIER**. Keep an **EDGE** longer. Our long experience has overcome these defects in other makes. Every pair is **WARRANTED. DOUBLE CUTTING SHEARS**. You need a pair **JUST NOW**. Try them.

Tinsmiths' Tools, Canning Machinery, Evaporating Machinery

Manufactured by

THE BROWN, BOGGS CO., LIMITED, HAMILTON, ONTARIO



ORNAMENTAL WIRE LAWN FENCE. Sold in Rolls
With or without posts and rails.

You can sell our

Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises

and other specialties for **Lawns** and **Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co.

Limited

LONDON, ONT.

WIRE AND IRON GATES
Extra Quality
Special Prices to the Trade

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

8-oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made
Try a 1 Dozen Case from Your Jobber

Nickel Plate Stove Polish Co.

CHICAGO

INCANDESCENT

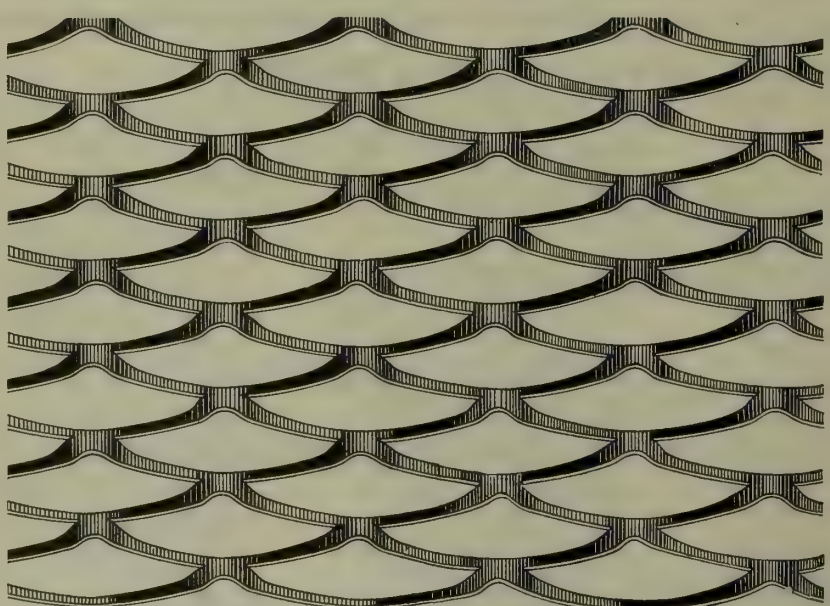
LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Sts.
Montreal, P.Q.

"Galt" Expanded Steel Lath



Rigid, Flat, Uniform, Durable, Economical

This Lath has been, and is being, very extensively used in the United States by the foremost Architects and the largest Plaster Contractors.

The sheets are very flat, and are even and square on edges and ends; this means quick and easy application.

The greatest width of metal is horizontal; this means a rigid plastering surface, combined with great economy of material.

Samples and prices furnished upon application.

The Galt Art Metal Co., Limited, - Galt, Ont.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

BASS AND TROUT FLIES
$1.10 per hundred, postage included.
ORDER NOW FOR SPRING
JOHN FORMAN, 4502 Ste. Catherine St., WESTMOUNT, QUE.

Invaluable to the Ad-writer

The Canadian Printer and Publisher is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

The Canadian Printer and Publisher
Montreal Toronto Winnipeg

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.

Have You Any Grinding Jobs You Don't Know How To Handle?

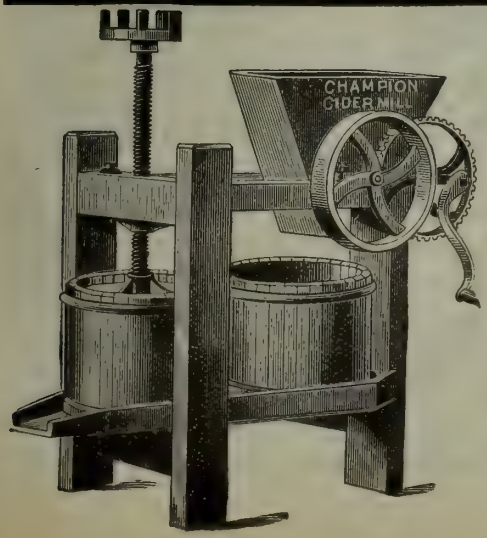
Then write to us and let us make clear an economical and practical solution for your grinding problems. We'll tell you all about

NORTON GRINDING WHEELS
MADE OF
ALUNDUM

The abrasive which possesses the attributes of sharpness, right temper and uniformity.

Send for Booklet.

The Canadian Fairbanks Company, Ltd.
Montreal, Toronto, Winnipeg, Vancouver



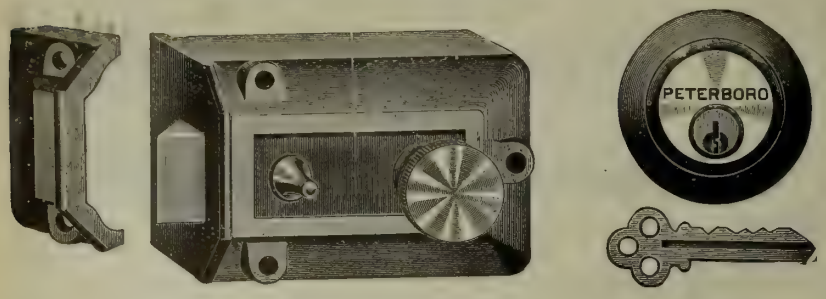
Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

The London Foundry Co., - London, Ont.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

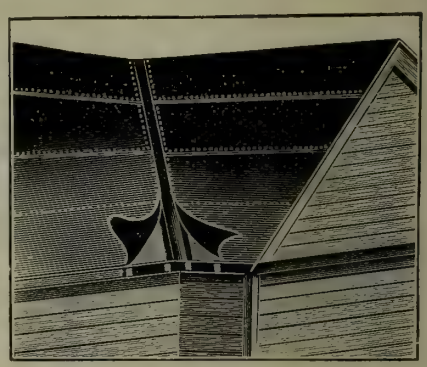
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

"Brantford" "Roofing"

Stands for Quality. We s ll it on a guarantee, that means your money refunded if not as we say. You may as well get the best at the same money. Costs you less per year, because it lasts longer than any other ready roofing. Lasts longer because it's better made, is made of better material. See the difference, feel it. It will pay you to send for samples to compare. It means dollars to you to sell



"Brantford" "Roofing"

Your sales will double in a short time.

The best dealers handle it. Do you? WRITE FOR SAMPLES.

Brantford Roofing Co., Limited, = Brantford, Canada

Not How Cheap, but How GOOD

Banner Lamp Burners,
O, A, B and D sizes.

Canada Lamp Burners,
A and B sizes.

Security Lamp Burners,
A and B sizes.

Bing Glass Cone Lamp Burners,
A and B sizes.

Lantern Burners,
No. 1 and No. 2.

Every Burner carefully inspected before leaving the factory, and guaranteed perfect.

Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street

Write for Catalogue

TORONTO, ONT.

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

Manufacturers of

PLAIN WIRE *All Sizes and for all Purposes.*

GALVANIZED WIRE *For Fencing, Telegraph and Telephone Purposes.*

Copper and Brass Wire

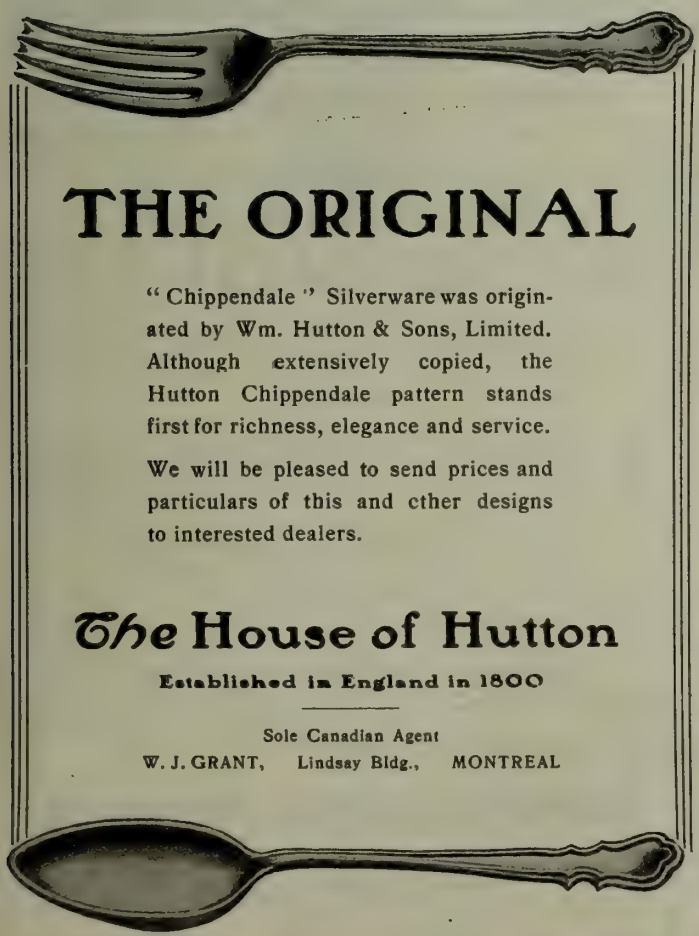
WIRE NAILS
WOOD SCREWS

Bright Wire Goods

Staples

Steel and Brass Jack Chains

Spring Cotters, *Strand Guy Wire,* *Steel Wire Barrel Hoops*



THE ORIGINAL

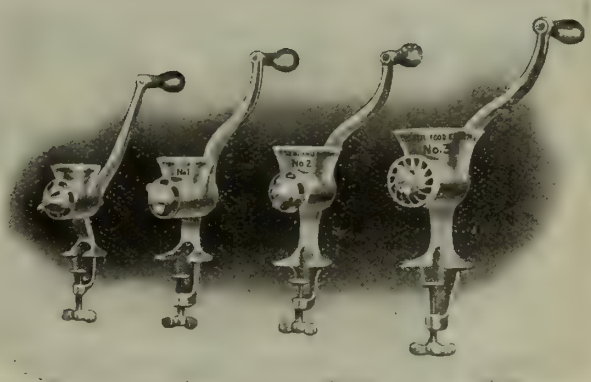
"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this and other designs to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent
W. J. GRANT, Lindsay Bldg., MONTREAL



FOUR SIZES

There are four sizes of the

"GENERAL"

Steel Knife Food Chopper

Thus it will suit customers from a cottage to a mansion. Every size, both of the "General" and the "Shirreff" chopper, have non-rustable steel knives. Clean, Compact and Simple, they are great sellers. Ask us about the profits!

Shirreff Mfg. Co., Ltd.
Brockville, - Ont.

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

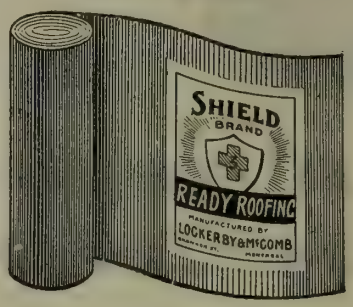
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

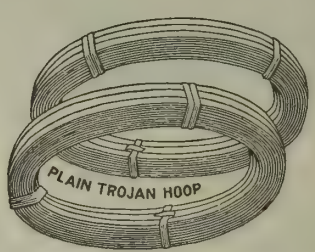
SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

TROJAN HOOP IRON

BLACK (Oil Finish) and **GALVANIZED** (Bright Finish)



Widths	Gauges
$\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 1 in.	26, 27, 29.

$\frac{1}{2}$x29 will run 40 feet to the lb.
Packed in bbls. of 500 lbs.

The Only Hoop to Handle.

J. N. WARMINTON,

43 Scott St., Toronto 207 St. James St., Montreal

Keystone Brooms

Brand Brushes

Do you know, Mr. Grocer, that you can

MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

GOOD MARGIN OF PROFIT

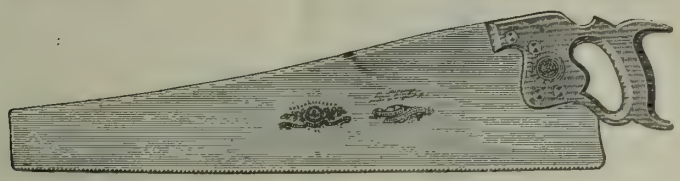
Write **now** for Samples.

Stevens-Hepner Company

Limited

Port Elgin, Ontario

FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST



THE BEST

Being supported by good and liberal advertising among the actual users of saws

SPEAR & JACKSON, LIMITED

ÆTNA WORKS **SHEFFIELD, ENG.**

Transmission Rope

The transmission of power by Rope Drives is increasing daily, on account of the durability and low cost. Rope Drives were first manufactured and introduced into the United States by Sewall, Day & Co., of Boston. A few years later we manufactured and introduced them into this country.

If you contemplate putting in a Rope Drive, we will be pleased to furnish you with any information you may require. As we have had years of experience, we are naturally in a position to turn out the most up-to-date product.

Our mills are now thoroughly equipped for manufacturing our famous Tallow Laid Transmission Rope, three or four strand, and in all sizes and lengths, and we always carry a large stock of the most select Manila Fibre for the manufacture of this Rope. We carry a fully assorted stock of all the standard sizes, and can make special orders promptly.

CONSUMERS' CORDAGE COMPANY, Limited

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is warranted.

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.
Fultonville
New York

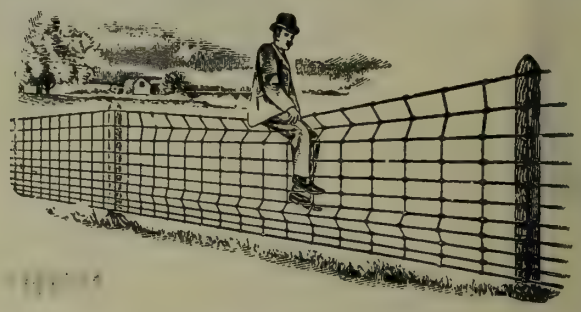
This Trade Mark guarantees Satisfaction

Do You Handle the Best Wire Fence?

You do not if you don't handle the

"Dillon" Hinge-Stay Field Fence

That is the nearest thing—pretty near, too—to an unbreakable fence ever put on any market. The hinged stay is peculiar to the "Dillon."



ASK US ABOUT THE PROFITS.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

"Bristol"

TRADE MARK REG. U.S. PAT. OFF.

Steel Fishing Rods

EFFICIENT ADVERTISING Beautiful and powerful magazine advertising, catalogues, calendars, hangers, signs, booklets and circulars, besides free fishing cuts for dealers' local papers.

FACTORY DOUBLED So great is the popularity of "BRISTOL" rods that we have doubled our factory. Push "BRISTOLS" and see your trade double.

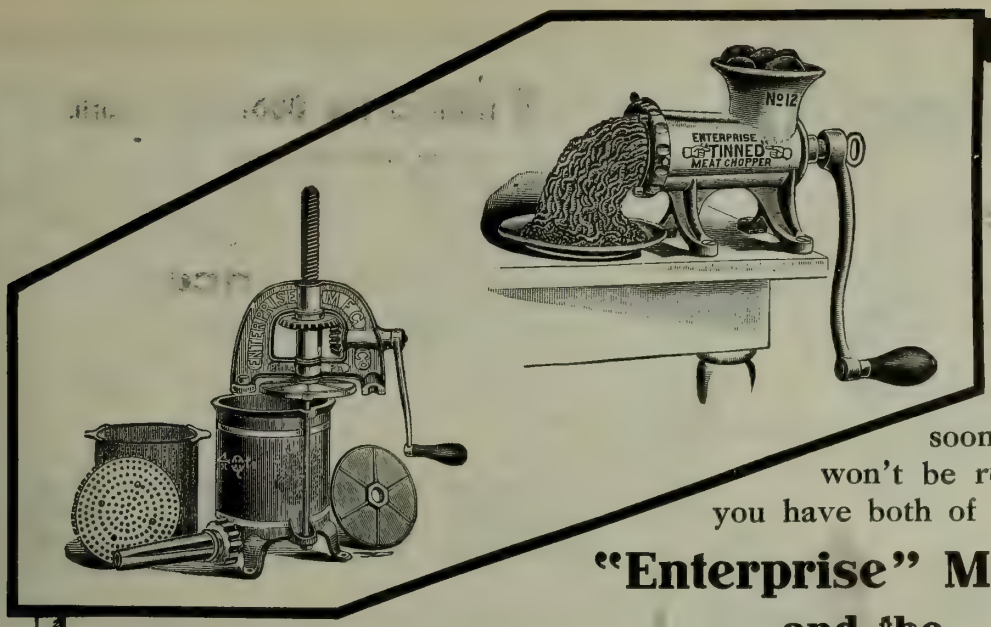
THE ORIGINAL STEEL Fishing Rods are "BRISTOLS." They made the reputation for steel rods. Their reliability, resiliency, flexibility and adaptability to all kinds of fishing have proven their superiority.

THREE-YEAR GUARANTEE tied to every "BRISTOL." You don't have to argue. "BRISTOLS" sell themselves. Liberal profit to the dealer.

Write for catalogue, proof sheet of fishing cuts and full particulars.

THE HORTON MFG. CO., - Bristol, Conn.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.



Hurry Up!

Sausage time will soon be here and you won't be ready for it unless you have both of these—the

"Enterprise" Meat Chopper and the "Enterprise" Sausage Stuffer and Lard Press

One chops the meat and the other stuffs the sausages as "easy as can be," in the shortest time with the least effort, and the sausages are as "good as can be."

The *"Enterprise" Sausage Stuffer* has the cylinder bored absolutely true, and has a Patent Corrugated Spout that allows air to escape from the casing as the sausage is stuffed, thus assuring the preservation of the sausage. Take time by the forelock and jog your jobber *now*.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U. S. A.

21 Murray Street, New York — 438 Market Street, San Francisco

---

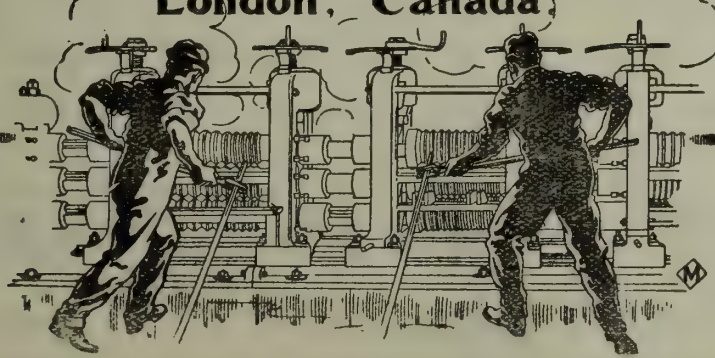
Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

Flats, - - -	7/16 inch to 4 inch x 3/16 inch to 1¼ inch		
Round Edge Tire,	1 inch to 3 inch	Rounds,	3/16 inch to 2¼ inch
Squares, -	¼ " to 2¼ "	Ovals,	½ " to 1½ "
Half Ovals, -	½ " to 2½ "	Half Rounds,	½ " to 2¼ "

54

London Rolling Mills
London, Canada



THE WAGGONER EXTENSION LADDER

is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one.

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.
LONDON, - - CANADA
E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.

CARRIAGE SPRINGS & AXLES

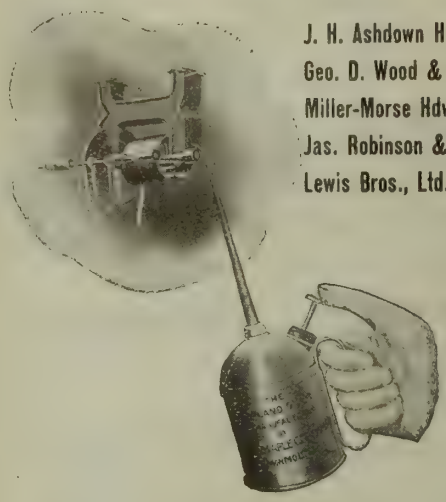
ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

The Howland Pump Oiler

FOR SALE BY



J. H. Ashdown Hdw. Co., Winnipeg
Geo. D. Wood & Co., "
Miller-Morse Hdw. Co., "
Jas. Robinson & Co., "
Lewis Bros., Ltd., Montreal

A slight pressure of the thumb regulates the flow.

Maple City Manufacturing Co.

Monmouth, Ill.

STOCK VALUES MAY SHRINK

on Wall Street or anywhere else. But whatever happens to any other marketable commodity, nothing diminishes the high quality of our

AXE HANDLES

Made of the cleanest, toughest hickory we can get, they are enduring profit-pullers for the retail hardwareman.

Send for our lists and discounts!

J. H. Still Manufacturing Co.
Limited

ST. THOMAS, ONTARIO

ARCHITECTS, BUILDERS AND PLUMBERS
FREELY ENDORSE

Standard Ideal Porcelain Enameled Ware

Made in Canada this Ware is the equal of any foreign product of a like nature.

The Standard Ideal Company,
Limited,

Head Offices and Factories, - PORT HOPE, Ont.
Sales Offices and Sample Rooms, TORONTO, 50 Colborne Street,
MONTREAL: 128 West Craig Street. WINNIPEG: 156 Lombard Street

GREENING

All Kinds and Sizes and for All Purposes

Standard and Lang's Patent Lay.

Prices Right Prompt Shipment

Rope Fittings
Rope Grease

The B. GREENING WIRE CO.
LIMITED

Hamilton, Ont. Montreal, Que.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Stocked By Leading Hardware Dealers Everywhere

WE MAKE

Automatic Injectors

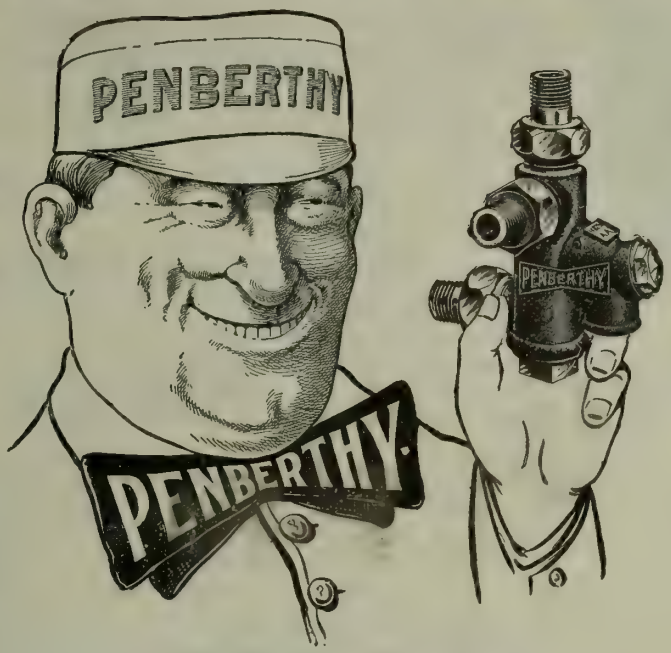
Plain Engine Lubricators

Oil Cups

Water Gages

Whistles

Radiator Air Vents



WE MAKE

Auto-Positive Injectors

Steam Lubricators

Grease Cups

Gage Cocks

Air Cocks

Etc., Etc.

"THEY ALWAYS WORK"

Manufactured by

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

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SOLDERS

Guaranteed Half and Half. Strictly Half and Half.
Commercial Half and Half.

Star Wiping. Acme Wiping. Angle or Oval.

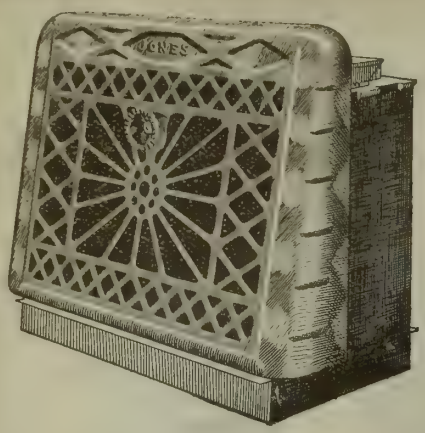
Wire, any Size or Gauge.

Segment Ribbon.

CLOSE PRICES. QUICK DELIVERIES.

The CANADA METAL CO., LIMITED

TORONTO



50 PER CENT.

is saved on piping when

JONES' SIDE-WALL REGISTERS

are used. This is a great selling point which has made money for a large number of dealers in Canada and the U. S.

ARE YOU MAKING YOUR SHARE?
SEND NOW FOR FULL PARTICULARS.

The Jones Register Co.

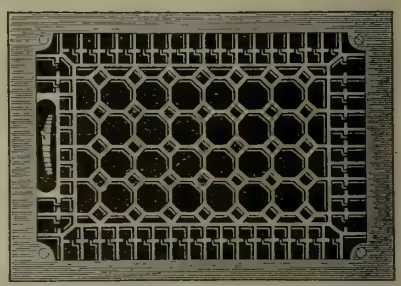
732 King St. West **Toronto, Canada**

FERROSTEEL REGISTERS

The only house in the world manufacturing

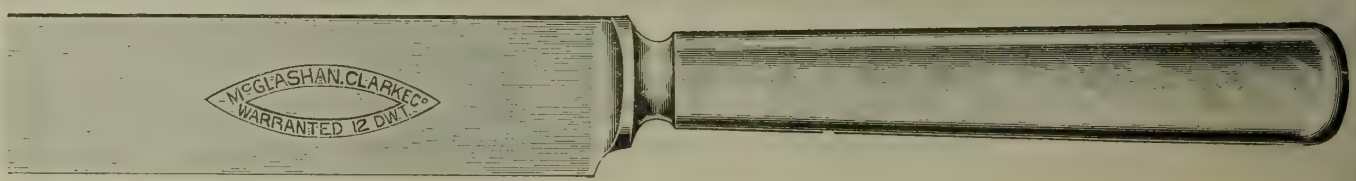
CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.
No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO



GUARANTEED Why not handle guaranteed goods? We protect you by protecting your customer. Our hand-burnished and elegantly finished Plated Ware, Nickel-Silver Flatware and Cutlery sells on sight, and stays sold.

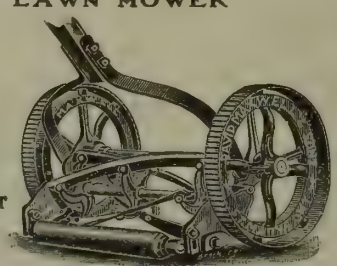
THE McCLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
N. F. GUNDY, 47 Hayter Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

These are Three Profit Pullers!

MAXWELL LAWN MOWER

Durability, Finish and Efficiency Unsurpassed by any other mower on earth.



FAVORITE CHURN

By lightening women's labor it adds weight to your bank account.

David Maxwell & Sons, St. Mary's, Ont.

AT A MODERATE PRICE

No sporting rifle on the market can equal the

HAMILTON RIFLE

It is not a toy, but a good strong "shootable" sporting rifle, at a moderate price. The breech and barrel are made of specially selected and tested rolled steel, and the parts are assembled by skilled men. Therefore it cannot burst!

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.
Best Waterproof in the country.

Just as cheap as the common ones, but infinitely better.

For Horses, Wagons, Feed-bags Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa, 201 Sparks St. Toronto, 125 Simcoe St. Montreal, 28 St. Peter St.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

When You Hear People Telling How Pleased They are with a Base-Burner Remember They Purchased a "FAMOUS."

The Fire-Pot in our "230" Series is built to revolve,

So no continuous wear on one section.

"230" Series has three flues,

So 50 per cent. more heat than you find in most base-burners.

Castings and wearing Parts especially durable,

So no need to call in the repair man.

Grates—Heavy, strong, easy to shake,

So no waste of coal for the owner.

SERIES 230 (SECTIONAL VIEW)

Think of your own interests, then you'll recommend "Famous" Base-Burners

McCLARY'S

London Toronto Montreal Winnipeg
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"Good Cheer" Ranges

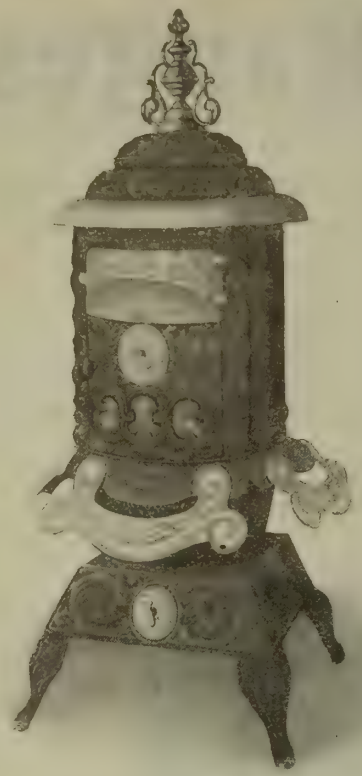
THE "GARNET"

Just the range to immediately catch the eye of the housekeeper. Entire absence of that heavy ornamentation usually found on cast ranges. Nice smooth castings, so easy to keep bright and clean, and the nickel parts all removable for burnishing or when the range is being used on washday, etc. Fine square oven 18 x 18 x 11. Firebox is a model one, with all cast linings, including our long-lasting coal back. Duplex grates are removable without disturbing linings or waterfront. It is a splendid operator and will be found just right in every way.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONT.

Western Warehouse : Foot of James Street, Winnipeg, Man.



A Quick Selling Leader for these Cool Fall Days

OUR

No. 120 OXFORD OAK

The Nickel Reflector Door
The mica openings in the fire door
These are closing points

A post card to-night will bring a sample. Ontario price, $8.53.

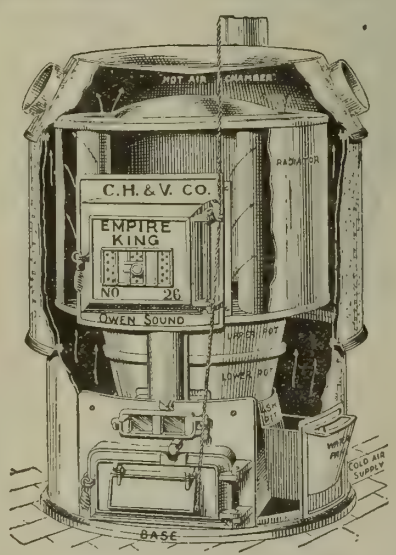
The

Gurney Foundry Company

Limited

Toronto **Winnipeg** **Vancouver**
Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta., and EDMONTON, Alta.



IN THE MATTER OF PROFIT

Mr. Dealer, you will find no furnace which eclipses the

"EMPIRE KING"

The Furnace which Heats the House —not the Chimney

The chief reason for which is the speed at which they sell. The Empire King is the premier hot air furnace. It will burn either coal or wood with the most satisfactory results both as to efficiency and fuel economy. It is low built and fits almost any cellar without the usual beam cutting nuisance.

Write now for full particulars as to profit

The Canadian Heating and Ventilating Co. Limited,

OWEN SOUND, ONT.

THE CANADA STOVE AND FURNITURE CO.,
126 West Craig St., Montreal, Que.,
Agents for the Province of Quebec.

THE CHRISTIE BROS. CO., LIMITED,
238 King St., Winnipeg, Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.

Your Share!

Are you getting your share of the stove lining trade? The sure way to get it is to handle our

Asbestos Stove Lining

The best lining ever marketed for lining stoves, grates, ranges or furnaces, of any kind.
Another money-maker is our

ASBESTOS FIRE-PROOF FURNACE CEMENT

The greatest thing on earth for mounting and repairing stoves and furnaces quickly and permanently.

Benjamin Moore & Co., Limited
(Formerly The Francis-Frost Co., Limited)
New Offices and Works: Toronto Junction, Canada
New York, Chicago, Cleveland, Carteret, N. J.

Here It Is!

Just what you have been looking for. A Pump that will answer for either a deep well pump or for a shallow well or cistern.

Our Fig. 200 Branch Pipe Double Acting Force Pump can be used in a cistern or for a well 75 feet deep with perfect satisfaction. Notice the ADJUSTABLE BASE and the UNION SPOUT.

Write for catalogue of our complete line of Pumps and Scales.

The Aylmer Iron Works Co.
LIMITED
AYLMER, - ONT.

DO YOU WANT FOREIGN TRADE?

The American Exporter is the recognized medium for Canadian and American Manufacturers to increase their sales abroad

It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

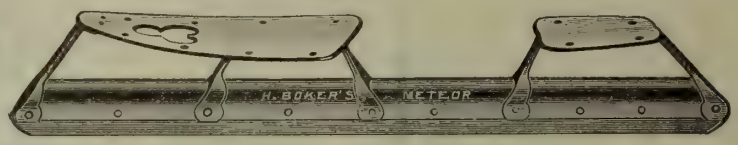
Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

N.B. Our sixth foreign trade tour, this time to Cuba, starts November 1st.

AMERICAN EXPORTER
135 William Street, New York
BOSTON PHILADELPHIA CLEVELAND CHICAGO

H. Boker's **METEOR** H. Boker's

Canadian Patent



Splendid Value

LATEST MODEL TUBULAR HOCKEY SKATE

double heel and triple sole support.

FAST, LIGHT, STRONG.

Made in full ***Nickle Plated*** and polished as well as ***Aluminum*** finish. For ***sale*** by Leading Wholesale Hardware firms.

COLES HOT BLAST COAL STOVE

For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.

For Sale by

E. T. WRIGHT & CO.

HAMILTON, CANADA

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

Persons addressing advertisers will kindly mention this paper.

"Quality Unsurpassed"

BELLEVILLE

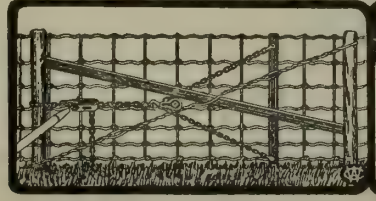
Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

OUR MUTUAL PROFIT

can be served by you having our catalogue on your desk. Because, from that catalogue you can take an order for almost any kind of

WINDOW GLASS

on earth. You need never let an order slip through your fingers for the want of artistic design in window glass. Our catalogue is full of them. Moreover, when we make you a shipment, it is packed right, so there are no breakage charges.

You get the right goods, at the right time, and in the right condition.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

BEGIN AT THE FINISH

which is of the most elegant, examine the threading, test the high-grade material and you will find that

"DIAMOND" BRAND FITTINGS

cannot be excelled anywhere.

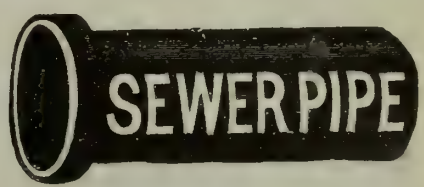
WHOLESALE ONLY.

OSHAWA STEAM & GAS FITTING CO., LIMITED

OSHAWA, CANADA

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY. WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES' COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

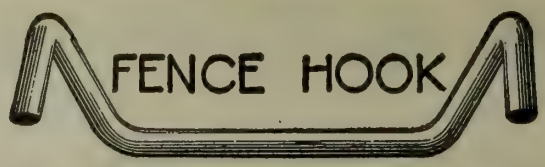
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET OR WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

EVERY POUND GUARANTEED

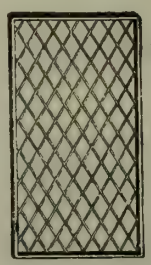
We have that thorough confidence—born of satisfied customers—that

Sterne's Asbestos Stove and Furnace Cement

is the best thing of its kind on earth. So we guarantee every pound of it to be more economical, durable and efficient than any other furnace cement on the market.

G. F. STERNE & SONS, - Brantford, Ontario

"If It's Made of Wire We Make It"



Let us quote you when in need of

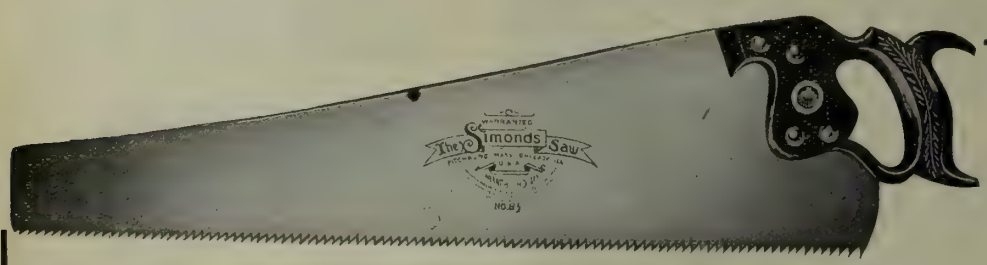
Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.

We have a splendid selling line of

Spark Guards and Fenders.

Illustrated list sent on application. "Write; and let us get acquainted."

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

MORRISON

"QUALITY"

STEAM GOODS

JUST A REMINDER

That our aim is always to maintain that high degree of Quality in Material and Workmanship, which we have held as leaders in the manufacture of

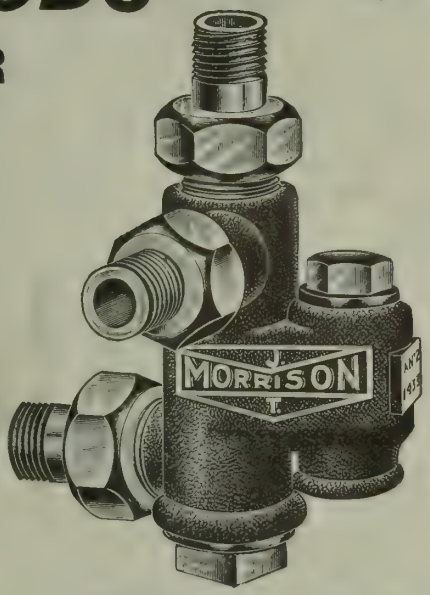
Engineers' and Plumbers' Brass and Iron Goods

"the kind that last"

J.M.T. Injectors

built for efficiency and durability, thousands in use

Satisfaction Guaranteed

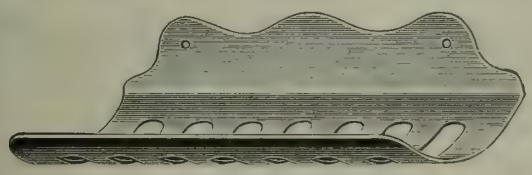


The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. West, TORONTO

TORONTO

Bath-Room Accessories

Stationary tooth-brush holder, nickel-plated on brass plate. Holds six brushes. Openings shown by old English letters.



Comb and Brush Shelf, nickel-plated on brass plate. Just as substantial as it looks. It does not accumulate dirt.

Two fast sellers. All our Bathroom Accessories have **"Forsyth" Finish,** which places them in the peerless class.

Secure our literature. It will interest you.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

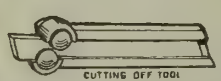
WALKERVILLE, ONT.

SUPPLIED THROUGH ALL JOBBERS ONLY

ARMSTRONG TOOL HOLDERS

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING



DON'T BE MISLED

into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction coverd by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Louis XIV Plate No. 4002.

"Classified" Metal Ceilings

are the kind for you to push. The plates are stamped so as to fit together with invisible joints, and for beauty of design they are in a class by themselves. They produce perfect

Harmony of Design

They have no unsightly buttons to spoil the general appearance. They are positively the easiest to apply, and thus make more profit for the dealer. They are capable of unlimited decorative effects, are light in weight, and cannot crack or warp, like plaster or wood ceiling. Let us submit plans and estimates to your prospective customers.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENCIES:

Emerson & Fisher, Limited	J. A. Bernard	Clare & Brockest	Ellis & Grogan	McLennan, McFeely & Co. Ltd.
ST. JOHN, N.B.	QUEBEC	WINNIPEG	CALGARY	VANCOUVER

THE MOST LIGHT FOR THE LEAST MONEY

C. G. E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Co., Limited

Head Office, - - Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

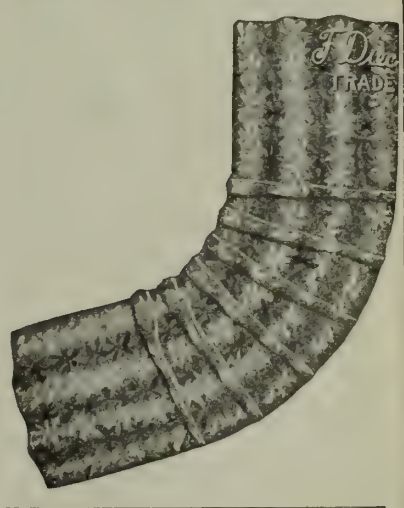
BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

COPPER WARE

ROYAL TEA KETTLES

With handle stops on ears.

Bodies and Bottoms stamped in one piece.

ROYAL Tea Kettles—Pit or Flat Bottoms. In Copper and Copper Nickel-plated. Sizes—7, 8, 9.

ONTARIO Tea Kettles—Pit or Flat Bottoms. In Copper, Nickel-plated, Extra Heavy. Sizes—8, 9, 10.

WASH BOILERS

Oval—Planished—Tin Covers

With Common Pit, Patent Pit or Flat Bottoms.

Nos. 8, 9, 10.

In Common Copper and Copper Nickel-plated.

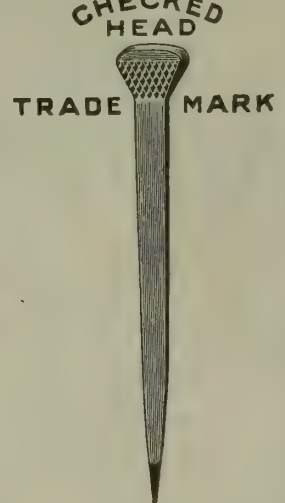
The Kemp Manufacturing Co.

Cor. Gerrard and River Sts. Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG, MAN.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL, QUE.

"THE BEST IN THE WORLD."



CAPEWELL HORSE NAILS

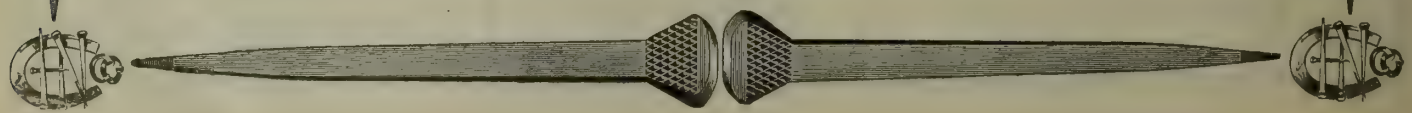
The lightest, strongest, most economical horse-nails on the market, and the most popular blacksmiths' selling line that dealers can handle. Used and asked for everywhere, always give satisfaction to the user, and allow a very pleasant margin to the dealer.

ARE YOU HANDLING THEM?

Samples and prices by return mail.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER



Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

USE BACKBONE IN COLLECTIONS.

This is one fall when the merchant's collection policy equipped with a stiff backbone has the advantage. And for the same reason the apologetic merchant with a rubber backbone is at a disadvantage, rightly contends the Hardware Trade.

After all has been said about the farmer being just as well if not better off with a short crop at long prices, the fact remains that this is one fall season when the business world wants its money.

Trade is good, demand is active, people are buying, and conditions generally are healthy and sound, but the retailer realizes from day to day that in some respects things are a little different this fall. If he is carrying big balances at wholesale houses, no matter where he buys, he is finding in his mail each day courteous requests that he send the money when the account is due. The reason is that money is bringing a high price. Big balances long overdue are not profitable when the money to carry them must be obtained at long rates. Here is where the backbone comes in.

As the retailer finishes reading these lines he may see going by the store some valued customer who owes him more money than should be the case. There is no question of where the retailer's big duty to himself at that particular moment lies. He should be negotiating with the farmer about a cash payment before the aforesaid farmer has traveled much farther. But maybe the farmer has not threshed his grain. And if he has not threshed, maybe he does not intend to haul his grain right away, waiting for higher prices, and all that. And if he has money maybe the fellows who sold him his threshing machine are hot on his trail for a payment that will take all of his cash. That being the case, the farmer expects the home merchant to wait.

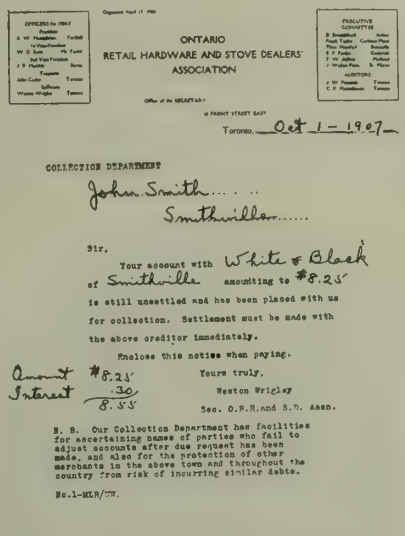
But all of the time the merchant knows that the concerns he is buying of expect a remittance. Shall he crowd his big farmer customer in face of the standoff, with a possibility of losing him. The merchant with backbone will crowd. Tactfully, gently, but firmly all of the time he will keep after his money. And some of the apologetic merchants with rubber backbones will find that this is one fall when they will have to go to it with more than their usual force.

Therein lies the value of backbone. Coupled with tact it brings great results. The difference in the quality of backbones is frequently the explanation of why some retail merchants succeed where others do not.

COLLECTION LETTERS IN DEMAND

The demand for the collection form letters being supplied members of the Ontario Retail Hardware Association at nominal cost has been so great that orders have not been able to be filled promptly, some having been held nearly a week before a fresh supply could be secured from the printers.

A circular letter was sent all hardware dealers in Ontario, drawing attention to the necessity of making early collections this fall and suggesting the use of the Association Collection Department. Numerous new members have been enrolled in consequence, while many



ONTARIO
RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

Toronto, Oct 1 - 1907

COLLECTION DEPARTMENT

John Smith
Smithville

Sir,

Your account with White & Black of Smithville amounting to $8.25 is still unsettled and has been placed with us for collection. Settlement must be made with the above creditor immediately.

Enclose this notice when paying.

Amount $8.25
Interest .30
8.55

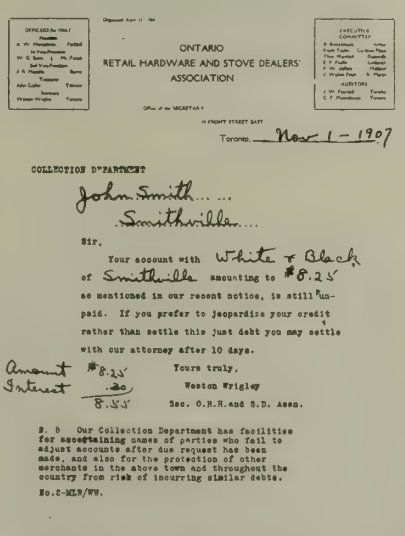
Yours truly,
Weston Wrigley
Sec. O.R.H. and S.D. Assn.

N. B. Our Collection Department has facilities for ascertaining names of parties who fail to adjust accounts after due request has been made, and also for the protection of other merchants in the above town and throughout the country from risk of incurring similar debts.

No.1-MLR/WW.

firms already on the membership roll have decided to take advantage of this means of raising funds.

The strong endorsation of the Association Collection Department by many leading retail firms should encourage others to use the system, the cost to members being only one dollar for



ONTARIO
RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

Toronto, Nov 1 - 1907

COLLECTION DEPARTMENT

John Smith
Smithville

Sir,

Your account with White & Black of Smithville amounting to $8.25 as mentioned in our recent notice, is still unpaid. If you prefer to jeopardize your credit rather than settle this just debt you may settle with our attorney after 10 days.

Amount $8.25
Interest .30
8.55

Yours truly,
Weston Wrigley
Sec. O.R.H. and S.D. Assn.

N. B. Our Collection Department has facilities for ascertaining names of parties who fail to adjust accounts after due request has been made, and also for the protection of other merchants in the above town and throughout the country from risk of incurring similar debts.

No.2-MLR/WW.

sixty form letters, forty follow-up letters and one hundred envelopes. It should also encourage many hardwaremen—those who want to see some immediate advantages before joining the association—to send in their application for membership. From September to May membership in the association costs only $2, so that for $3 a firm can become a member for eight months and test the advantages of organization.

The collection letters (as shown in the accompanying engravings) are sent out by the retailer, a 2c. stamp being used and the Toronto date line being filled in. The delinquent therefore, receives the impression that the letter comes from the head office in Toronto and not desiring to have his indebtedness known by other merchants, he makes a special effort to pay up.

A large supply of the letters have now been printed and orders can be promptly filled.

GROCERS OPPOSE PARCEL POST.

The National Association of Retail Grocers have taken a strong stand against the proposed new parcels post law in the United States. The retail hardware and other trade associations have been putting up a strong fight against this proposal for years and the combined efforts of the retailers is an obstacle which the United States Postmaster-General will find it hard to overcome.

President Kramer, of the retail grocers, says: "The catalogue houses are so grasping that they are endeavoring to throttle every little corner grocer who is trying to make a living for his wife and children. It is the little merchant that builds up the town and pays his pro rata towards building churches, court houses, good roads, school houses and so forth. Not one dollar do these gigantic mail order houses contribute toward this, and it is now time for each and every merchant to put his shoulder to the wheel and throttle this gigantic scheme."

Secretary John A. Green also said: "We have opposed to us the Postmaster-General, who proposes under any consideration to recommend to Congress some plan whereby this bill may be put into operation. The merchants of Illinois, through their secretary, are doing effective work by circulars and signed petitions. The merchants of other states are also passing resolutions and sending them to the Postmaster-General and the President of the United States. The most effective way, however, to offset any other influence is to appeal direct to the Congressman who represents your district. It is he who has to vote and it is he on whom the promoters of the parcels post must depend for support."

Complaints are frequently a blessing-They show the merchant where his store system is weak.

When the fellow down the street begins to do a record breaking business on methods which are clearly unbusinesslike, there is no use losing sleep over it. True he will hurt business for a time, but sooner or later he winds up at the same spot with the same jolt that every other fellow like him has reached in quick time over the same track.

Hardware Conventions at Atlantic City

Wholesalers and Manufacturers hold their Thirteenth Annual Gathering—Representatives from Canada Present.

The opening session of the thirteenth annual convention of the National Hardware Association of the United States, and the twelfth annual convention of the American Hardware Manufacturers' Association were held on Wednesday, October 23, at Atlantic City, New Jersey.

In his annual address, President Wright, of the former body, referred to the unprecedented prosperity of the country, from the Atlantic to the Pacific. That there was a temporary slackening of speed, it was true, but this would tend to prolong the present era of prosperity, rather than curtail it. The commercial machinery of the country had been speeded to its fullest capacity for so long that a relief in the tension and an opportunity to look over the weak spots and make needed repairs and changes, should be a source of satisfaction—not of regret.

He warned members of both associations not to overlook the fact that while conditions were never more favorable, the future outlook never more promising and the pessimist never more discredited, we owe it to ourselves and the interests we represent to take the fullest advantage of present conditions so that when the storm comes (as come it will), our commercial ship will be in a condition to ride it out in safety and look back upon it as a benefit and an advantage, rather than a misfortune.

He noted with pleasure the fact that the manufacturers of hardware and similar lines, to a greater extent than before, recognized the jobber as the most economical medium which they can employ in the distribution of their product, but this confidence should be treated by us as a liability—not as an asset. It should encourage and stimulate us to increased diligence in co-operating with and supplementing the efforts of the manufacturer through our salesmen, our catalogues and our friends, the retail dealers, to develop the largest possible distributive volume at the minimum expense.

Retail Associations Commended.

Commercial strife is so keen that it should be their effort to use all honorable means to strengthen and maintain their present position, and he knew of no platform on which as manufacturer, jobber and retailer, they could stand and pull together in harmony for a common purpose, for the general advantage of all and the individual benefit of each, other than the broad platform of a maximum of distribution at a minimum of expense.

The American Hardware Association looked with encouragement and pleasure on the growth in strength as well as in numbers, of the various state retail hardware organizations. Our interests are mutual and by united effort along the broad lines that have made for the success of both organizations in the past we may expect by reason of greater strength and experience increased results for the future.

If from this on we can work even more closely and earnestly than in the past our efforts will be even more generously rewarded. The strong will reap greater reward in helping the weak than in striving to crush them. The man who helps his neighbor builds up his own personal interests and happiness at the same time, and in association work this same spirit of generous co-operation will benefit the organization and the individual to such an extent that we can no more afford to lose it than we can the cash discount, and if you are a few days late in your contribution no criticism will be made, nor will the remittance be returned.

At the close of the president's address, Mr. T. G. Dexter, general manager of H. S. Howland, Sons & Co., and president of the Canadian Wholesale Hardware Association, was introduced, and spoke as follows:

THOS. G. DEXTER

President Canadian Wholesale Hardware Association; a Delegate to the Atlantic City Conventions.

Canadian President's Address.

On behalf of the Canadian Wholesale Hardware Association, I wish to thank you for your very kind invitation to this, your thirteenth annual convention. Some of our members have had the pleasure of attending former meetings, and I can assure you that we appreciate the feeling and the right royal way in whish we have always been greeted. I am glad to be able to tell you that our relations as jobbers with most manufacturers of the United States, as well as Canada, are friendly, and both are anxious to see goods sold in such a way that will show profits.

We have had a fairly good year, but it would have been better but for the shortage of some staple lines. This condition you have also experienced in this country.

Our railroads are building miles of track every day and opening up our country. People are coming from lands beyond the great seas in great numbers. Crops in some sections in Canana do not run as large as was hoped for. This shortage will, in a measure, be made up for by the prices farmers get for the goods they are selling.

It is not necessary for me to take up your time any further, for the trade and more especially the trade journals keep you posted.

The Canadian Wholesale Hardware Association earnestly hopes that the very courteous and friendly relations now existing between your great country and the Dominion of Canada will always continue, and that prosperity, peace and happiness will abound. (Applause).

Mr. Dexter received a very attentive hearing, and when he had finished was warmly applauded. The president referred at length to the great pleasure it gave them to have the president and secretary of the sister association in Canada present with them. Both of these gentlemen were well known to them, and their presence at their conventions, year after year, had done a great deal to cement their friendship and keep them in touch with the young but growing nation which lay so close to their doors.

James Hardy, secretary of the Canadian Wholesale Hardware Association, was then called on and spoke as follows:

Secretary Hardy's Interesting Statistics.

I am here somewhat unexpectedly at this time, as you will note on the programme, I am not slated to say anything. As I have said on previous occasions, we are always pleased to see you, gentlemen and ladies, in the United States, and in our own country. We had made up our minds that as you did not respond, as we thought, to our invitation, that we would stay away, but a few of the manufacturers and other gentlemen turned up during our convention last week. We were very pleased to see them and they say the evidence of a great mind is the ability to change it, so we changed our minds and here we are.

I am not as familiar with all the details of the hardware trade as some of you gentlemen are, but I know about Canada, and it struck me that a few extracts from a speech made by Mr. Blue, Dominion Statistician, the other week, will be interesting to you gentlemen to show how we are getting along in Canada. "Our chartered banks which in 1870 had assets of $103,200,000, and in 1876, $183,500,000, had assets of $459,700,000 in 1900, and $878,500,000 in 1906, being a gain in the former period of $80,300,000, and in the latter of $418,800,000. In 1870 the

total cash on deposit in the banks was $48,763,000, and $72,853,000 in 1876, and after 30 years the amount was $305,140,000 in 1900, and $605,968,000 in 1906, nearly 100 per cent increase. I think from this that we are getting on pretty well in Canada.

We have heard quite a number of remarks made that we are inducing your farmers to come over to our great Northwest and stay there. We have some land there that we know is good, but, as yet, taking the three Provinces of Manitoba, Alberta and Saskatchewan, the total area in crops last year was only 29 per cent. of the lands occupied as farms and ranches, and only 7 per cent. of the land surveyed. We have 93 per cent. left for your farmers to come and capture. We are very pleased to know that some of the gentlemen who are manufacturers in your country have felt that it was necessary to come to us altogether.

There are just a few more figures. The capital employed in 1900 and 1905 was $446,000,000, in 1900 and in 1905, $833,000,000 or an increase of 87 per cent. in five years. The employers have increased 13 per cent., the salaries and wages 43 per cent., and the value of profits in that same period have increased $225,000,000, or 47 per cent.

Cash Discounts.

This question was referred to in the annual address of President Asbury of the American Hardware Manufacturers' Association. He intimated that the members of their association were in favor of continuing the former terms of selling their products, i. e., 30 to 60 days net or 2 per cent. for cash within ten days. They had found, however, that a number of jobbers were deducting discounts after the expiration of the agreed cash discount period.

Letters were written by the secretary to all offenders and in practically every case jobbers had promised to have their finance department take more care and remit strictly within the agreed time.

Too Much Guessing at Costs.

The president also referred to the more or less loose methods practised by many manufacturers in keeping currently advised as to the actual cost of production of the goods they made.

While it would seem to be obvious that a successful business could not be managed without definite information as to costs, yet it appeared to be true that many manufacturers were guided in their management by a mere estimate or guess as to cost. Selling prices were often made upon whatever salesmen reported the market conditions to be or by prices said to have been quoted by competitors. Indirect expressions of buyers were often accepted by salesmen as meaning cut prices quoted by a manufacturing competitor. This naturally meant that the employer of such a salesman must have reliable information otherwise the temptation was great to authorize his salesmen to meet or beat the supposed quotation, which was based upon an indirect statement. The result of this was that there were well authenticated instances of articles in hardware being sold very considerably under the actual cost of manufacture. Unless steps were taken to get to the root of this evil there was danger of serious consequence.

He thought it was in the power of such a large and influential body of men as composed this association to devise and put into effect the corrective.

He desired to call their attention to the fact that the result would be equally as valuable to the manufacturer, with definite knowledge of costs, as it is to the manufacturer who would be rescued by such a plan. To the man who had definite knowledge of his own costs it meant that his competition would not be so deadly. To the man who did not provide himself with reliable information it probably meant a preventive of an exceedingly serious condition to him.

To Estimate Costs Correctly.

He took it that all recognized that there were many hundreds of items entering into manufacturing costs to which the worst items of mercantile costs were insignificant in comparison. The danger, therefore, was many times greater to overlook or forget to include many of these numerous items, the result being that a manufacturing cost based upon an estimate was almost invariably very much lower than the actual cost of production, when the actual facts were ascertained. It was not uncommon for a manufacturer to assert that a certain article cost him a certain sum to produce, which assertion was made with the utmost confidence, and he had known instances, where, when the figures were produced to show the actual cost, this same manufacturer would express only surprise, but would be incredulous until it had been shown to him, beyond question that his estimate has been low, and that the actual figures were correct.

Many manufacturers were surprised when they learned how easy it was to provide a system by which their cost could be kept currently and at comparatively small expense.

JAMES HARDY

Secretary Canadian Wholesale Hardware Association; a Delegate to the Atlantic City Conventions.

Generally speaking, it required only the employment of some one to make it a special business requiring his attention. It was obviously impossible for the manufacturer to keep the required data, and indeed, there was a disposition to avoid going into the subject at all, because of the pressure of other matters engaging his attention. If, however, the real intrinsic value of such a system could be appreciated by the manufacturers, there would be less likelihood of disastrous results to many.

He suggested that this association, either working through the secretary's office, or by direct employment of a capable man, take such steps as might be necessary to assist members in securing actual and reliable information as to their costs. A plan might readily be devised under which such work could be done in an entirely confidential way, and he submitted that the benefits would be large to each individual member, whether he operated under a proper cost-keeping system or not.

Not Sitting on Volcano.

At an executive session of the National Hardware Association on Friday morning, Mr. Frank Baackes, vice-president of the American Steel & Wire Co., gave a short address, which we quote in full, as follows:

"While we all realize that these are trying times, I want to say that there is nothing to be pessimistic about. We just had a meeting yesterday in New York, and had a dinner last night, and were discussing the situation, and we had made up our mind that in as much as we had been strong enough to prevent an inflated valuation in our lines, that we would feel at this time that we were just as strong to prevent a slump.

"Gentlemen, I feel almost sure that every one of you can go on and do business; you are not sitting on a volcano, as far as iron and steel products are concerned. I will not say that you will not have some recessions, because no man can prognosticate how far reaching this financial disturbance may be. You may have some fluctuation, but nothing to worry about. I think you can almost be positively sure upon that score. I think that the United States Steel Corporation is to-day stronger to carry out its policy than ever it was before. I don't think there is anything more for me to say. I think it is absolutely sure you can go on and do your business."

Election of Officers.

The following officers were elected for the coming year: President, Charles W. Asbury, Enterprise Mfg. Company, Philadelphia, Pa.; vice-presidents, William M. Pratt, the Goodell-Pratt Company, Greenfield, Mass.; Robert Garland, Garland Nut & Rivet Company, Pittsburg, Pa.; Edward Ingalls, the Atha Tool Company, Newark, N.J.

The suite of rooms occupied by the Lufkin Rule Company, of Saginaw, Michigan, were much frequented, as they were presenting to convention people a novelty, which appeared to be a leather-covered rule case, but which contained a receptacle much in demand on hunting trips. They also gave out a number of small pocket tape lines to their friends.

F. E. Dieckmann, of Cincinnati, Ohio, presented everybody of the male persuasion with a neat, nickel-plated cigar cutter.

Window and Interior Display

The accompanying engraving represents an attractively dressed sporting goods window, recently exhibited by Emerson & Fisher, hardware merchants, St. John, N.B. The materials used in the construction of this novel window display are cheap and simple, and any retail hardware merchant can have an equally attractive display, providing his window is large enough to give a realistic, outdoor effect. It is not likely that many retailers possess two such fine specimens of wild cats as appear in the photograph, but other wild animals can easily be borrowed from local sportsmen, and, if placed in appropriate and lifelike positions, will not fail to attract and hold the interest of passing customers.

While we do not hesitate to congratulate the window dresser, both on the originality of his idea as well as on the natural effect, he has produced in carrying it out, we still think that a little criticism would not be out of place. For instance, the printed signs stuck on the top of the tent, and in the grass, take away much of the natural effect which the display at first creates in the mind of the spectator. Then, again, we do not fancy that an unarmed hunter and a wild cat would stand mildly gazing at each other under natural conditions, and would. therefore, suggest that a modern rifle in the hands of the huntsman would not only make the scene more natural, but would advertise the make of rifles kept in stock. The space at the upper part of the back of the window might also have been utilized to advantage by displaying firearms in a fan-like formation, with the points of the barrels converging toward a point directly in the centre of the back of the window. While the window as it stands is a very creditable one, such a display of miscellaneous firearms in the empty upper space at the back would be a powerful advertisement, and, at the same time, would not seriously interfere with the natural beauty of the scene below.

Live Pheasants in Window.

The Bond Hardware Co., Guelph, Ont., have on exhibition at present a very artistic and striking window display along similar lines to the one shown in the accompanying engraving. Three or four evergreen trees are placed in an upright position, and the entire window floor is covered with a thick carpet of matured autumn leaves. A stuffed wild cat stands looking towards the spectator from between two trees at the back of the window, and here and there throughout the branches fine specimens of Canadian birds are placed in such a manner as to produce a very pleasing and lifelike effect. In the midst of this realistic forest scene a huntsman, clad in typical hunting garb, stands with gun in hand. Three live pheasants strutting around among the richly colored maple leaves below, add the finishing touch to the picturesque window display, and have been instrumental in attracting large crowds and in creating a great deal of interest in the window. In creating a beautiful effect, the dresser of the window—Fred. Reed, one of the youngest of the firm's clerks—has not forgotten that the real purpose of the window is to draw the attention of the buying public to the class of guns, ammunition and shooters' requisites kept in stock by this firm. He has, therefore, judiciously interspersed rifles, guns and other fall shooting requisites at suitable points throughout the window, where they do not detract from the general out-door effect. The only criticism we have to make about this window is that much of its selling power was lost because the price tags on the goods displayed contained the private marks of the firm instead of plain figures which the public could understand. Experiments on the part of many of the largest hardware stores in the United States and Canada have established the fact that beyond all doubt it pays to plainly mark the selling price on every article displayed in the window. Hardware articles are cheaper than the general buying public suppose, and by the use of price tags many a customer will be led to step inside and make a purchase who otherwise would have refrained from buying simply because he possessed a presupposed idea that the particular article which he desired was beyond the reach of his purse strings.

Another Huntsman's Window.

Bell & McEachern, general merchants, Stayner, have been kind enough to forward a photo of a shooting goods window trim, dressed by James Marley, for Doner Bros., hardwaremen, of that town. The photo arrived too late for reproduction this week, but while on the subject of sporting goods displays, a description of the arrangement will be interesting. In the lower left corner of the window a realistic log cabin has been constructed, small doors and windows being inserted in the front of the cabin. Pine trees surround the cabin and around one corner pokes the head of a deer. The right end of the window is occupied by another mounted deer's head, in front of which is the dressed figure of a hunter, a cartridge belt around his waist. In the centre are stuffed figures of a bird and a dog, while in the foreground a few rifles, shotguns and hunting knives are arranged amongst neat packages and piles of the Dominion Cartridge Company's "Crown" and "Sovereign" cartridges and loaded shells. The effect of the display would have been improved if the rifles had been suspended from the ceiling by wires, and the ammunition shown on shelving in the upper portion of the window, taking the place of a number of advertising hangers. As it is, the display is a commendable effort, and the example of Doner Bros. can be copied to advantage by other dealers in the smaller towns where the hunting spirit can be encouraged and sales increased by the dealer taking an interest in the sport himself.

A Sporting Goods Window Trim that Attracted Much Attention in St. John, N.B., last month.

HARDWARE TRADE GOSSIP

Ontario.

Robt. Murray, Montreal manager for the Canada Paint Co., Montreal, was in Toronto last week.

Thos. B. MacDonald, hardware merchant, Kingsville, has sold his business to Scratch & Ford.

R. J. Bruce, hardware merchant, Toronto Junction, who has been holidaying for a couple of weeks, has returned to business.

The following Ontario hardware merchants were noticed in Toronto during the week: J. J. Little. Earlscourt; F. Donnell, Ravenshoe; W. J. Norrish, Highland Creek; Judd M. Stephens, Newmarket.

Fire did about $15,000 damage to the premises of the Canadian Co-operative Co., 32 Macnab street, Hamilton, on Sunday last. This concern does a considerable business in hardware, and was engaged in moving into larger quarters when the fire occurred.

The new chapel of Assumption College, Sandwich, Ont., has just been completed by the Blonde Lumber & Manufacturing Co., of Chatham. The architectural sheet metal work on the exterior and interior of the building was done by the Metal Shingle & Siding Co., of Preston, Montreal and Toronto.

The Canadian Cutlery Co., which was to have located a factory at Grimsby, Ont., has bought out the Weston Tool & Novelty Company, and have now in course of construction a large plant at Weston, Ont., to manufacture cutlery and a large number of patented articles. The company claims to have a new process for tempering steel which will enable them to produce high grade goods at a minimum of cost.

J. G. Walker, who recently established a galvanized Iron business at 536 Manning avenue, Toronto, has constructed a new front for his workshop, the workmanship being of his own. Mr. Walker represents for Canada, Walker Bros., Limited, of Walsall Eng., manufacturers of Arrow brand of galvanizing iron. He also has agencies for a line of galvanizing vats as well as several other articles which sell to the metal trade.

An accident occurred at the Oshawa Steam & Gas Fitting Company's works last week wherein one man was instantly killed and several others seriously injured. Owing to the weight of castings which were stored on the second flat, the floor gave way, emptying the tons of small fittings onto the men working at machines on the ground floor. Harvey Perkins, a young married man, was dead when removed from the wreck, and Wm. Jones will not live.

Quebec.

H. H. Desautels, plumber, Montreal, has assigned.

Hurtuboise & Page, plumbers, Montreal, have dissolved partnership.

Joseph Lemarche, one of Montreal's best known plumbers, assigned last week.

Fire did $3,000 damage to the Hamilton Facing Mills plant at Hamilton on Oct. 31.

M. Weichell, of M. Weichell & Sons, Waterloo and Elmira, was a visitor in Toronto on Wednesday.

T. Bissonnette & Sons, Levis, Que., have registered to do business as plumbers and steamfitters in that city.

Geo. Letourneau, of the wholesale and retail hardware firm of Letourneau & Auger, Victoriaville, Que., died last week.

E. C. Budge, sales manager of the Sherwin-Williams Co., Montreal, with his entire staff of salesmen, is this week attending the company's annual conference at Chicago.

James Reid, buyer for Caverhill, Learmont & Co., Montreal, will have the sympathy of many friends in the death of his sister, Mrs. Robert Bickerdike, on Oct. 27.

E. E. Johnston, of Landsdowne, was married on Tuesday, Oct. 22, to Miss Mabel M. Greer, of Lyn. The newly-married couple passed through Montreal last week on their return home from the wedding tour.

Amongst the hardware dealers who called in Montreal last week were: William Harrison, Bedford; Foster Bennet, of Riviere Desert; J. A. Paquin. Ste. Eustache; R. H. Cowan, manager of the Traders' Co., Buckingham; D. A. Grant, Apple Hill; J. I. Matt. Buckingham.

Milton Adams, formerly representative of Lewis Bros. Montreal, is going into business for himself and will be succeeded on the staff of Lewis Bros. by G. Y. Young, of Wingham, Ontario. Hardware and Metal joins in wishing Mr. Adams great success in his new capacity.

M. J. Muter, secretary of the Hanover Portland Cement Co., Hanover, Ont., was a caller at the Toronto office of Hardware and Metal on Friday. Mr. Muter reports the cement business to have been on a very stable basis this year, the increasing demand from the west being largely responsible for the satisfactory trade done. The Hanover plant has been making cement for nine years and its product has been thoroughly tested by time.

Without a moment's warning Marks, Clavet & Dobie's flour warehouse at Port Arthur collapsed Tuesday evening, burying nine mill men in the debris, one of whom, an unknown foreigner, was killed. Five others, including Charles Waltz, a plumber, were seriously injured, Waltz having a leg broken. Prompt work of hundreds of citizens in the rescue no doubt prevented other fatalities. T. Daggett, a tinsmith, and his helper, who were at work on the roof, escaped with slight injuries, as did also James Langton, Mr. Clavet's bookkeeper, who was in the office of the building.

Maritime Provinces.

Harvey Graham, assistant general manager of the Nova Scotia Steel Co., died at his home at New Glasgow, Oct. 31.

W. E. Forbes, Richibucto, N.B., has completed the work of remodelling the interior of his store building. The work included the installation of a hot water heating system.

The Metal Shingle & Siding Company, Preston, Montreal and Toronto, are now engaged in placing 6,000 square feet of skylights on the new Intercolonial R. R. shops at Moncton, N.B. They have also just completed installing 6,000 square feet of copper skylight on the extension to the C.P.R. Angus shops at Montreal.

Western Canada.

J. J. Williams has purchased the building and hardware business of McIntyre & Argue, Crystal City, and will take possession at the end of the year.

Brodie & Stafford, Lethbridge, Alta., have sold their business on Redpath street to Hick & Wakely and a well-known commercial man. Hick & Wakely, who have been in the plumbing and heating business in Lethbridge for several years, will vacate their present store on Round street, and will conduct their whole business from the new store.

PERSONAL ADVERTISING.

Probably one of the best forms of advertising master plumbers' and heating contractors can adopt is to commend the quality of their own work. When a good job is done—and in plumbing and heating all work should be the highest possible—the attention of the customer should be drawn to the strong points of the job. Show how the work could have been done cheaper, but point out that it is better to have a pleased customer than a little extra profit. The average customer will be pleased, and when opportunity presents itself will urge his friends to have their plumbing and heating done by the man who had given him such good work.

A case in point recently occurred where a Toronto master plumber did a nice bathroom job and being pleased with its appearance drew his customer's attention to the work, showing how it could have been done a little cheaper without the knowledge of the customer. He had charged for a first-quality bath and showed how he could have installed a second without detection. About a month later a contract for six houses was given the master plumber as a result of a recommendation made by the customer who had been favorably impressed with the high quality of work done in his own house.

It pays to talk quality.

A man's popularity is frequently due to the fact that he isn't aware of it.

A young Iowa doctor has made the discovery that the ankle is placed between the foot and the knee in order to keep the calf away from the corn.

HARDWARE AND METAL

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IRON MARKET WILL HOLD.

An important statement was made at last week's hardware conventions at Atlantic City by Mr. Frank Baackes, vice-president of the United States Steel & Wire Corporation, as reported by Hardware and Metal's representative at the gatherings on another page.

The outstanding feature of the metal market, during the past few months, has been the steadiness manifested by iron and steel in the face of the slumps in copper and tin. Prices have fallen slightly, but the iron producers have been conservative, and have maintained prices to the level of the past twelve months, in spite of the absence of buyers from the market the decline in copper and tin having weakened the confidence of buyers of iron. Of course, developments in financial circles are such as to call for extreme conservatism in placing contracts for future delivery, this applying to producers as well as to consumers.

At this time, therefore, we must consider as of immense importance the statement made by Mr. Baackes, a man who is in a position to know, that the Steel Corporation had discussed the situation at a meeting in New York, and had made up that "inasmuch as we had been strong enough to prevent an inflated valuation in our lines, that we would feel at this time that we were just as strong to prevent a slump.

Taken at its worth, the statement simply means that the men behind the iron and steel market feel able to control its movements upward or downward, but consider that it is more to their interest to maintain stability in the market than to manipulate it and make millions by speculation.

The reassurance that hardware manufacturers are not "sitting on a volcano" will be of as much interest to Canadian manufacturers, jobbers and retailers as to the men in the trade across the border.

INTERESTING EMPLOYES IN BUSINESS.

How can employes be made to take a special interest in their employers' business? This is not a new problem, but the solution of it, in modern practice, is comparatively new and is worthy the attention of every paint manufacturer. Of course, every employe ought to enter into the spirit of his task as earnestly as if he were the owner and not merely a cog in the machine. But human nature is such that the highest degree of loyalty cannot be expected without some sort of a stimulant, but it is a question as to what form of stimulant shall be resorted to.

One great manufacturing enterprise in Chicago is conspicuous because of its profit-sharing system. At Christmas time of each year its employes are given a sum equal to 10 per cent. of their wages for the year. The checks thus disbursed amount in the aggregate to hundreds of thousands of dollars. They keep the entire force on the edge of expectation all the year. From office boy to high official all are looking forward to the holiday when their earnings will be increased by this 10 per cent. donation.

Another stimulant is the "welfare work" that is becoming so popular amongst manufacturers. The Paint, Oil and Drug Review tells of a prominent American paint manufacturer who has gone into this plan on quite an extensive scale, giving to it his personal attention, says that he does it because it pays. He maintains a lunch club and gives parties in a large room in the factory which is set apart for that purpose. He has a branch of the public library at the factory and is responsible for all books lost. Christmas is made a big social event, with a Christmas tree party and presents for every "child of the family." This manufacturer is enthusiastic over the results of his social activity. He says:

"We have brought social life into this old building, and I believe the employes like the place where they work. I even hope that their working place is dear to some of them. I know that in all of the departments, when there is a rush on, and we are behind with our work, we never have to worry. The employes stay right here, and work over hours, although they have never been asked to do so.

"It has never been necessary for them to work long over hours, but I can feel how the wind blows when they keep right on after time is up, and put in fifteen minutes or half an hour. There is not a foreman in any of our departments that cannot go off for a week or two and leave the work to the rest of the men and women. They will do it in his absence, and they will not shirk either."

Amiot, Lecours & Lariviere, and the James Walker Hardware Company, two of the most successful of Montreal's retail hardware stores, have experimented successfully with the profit-sharing plan of encouraging employes, their systems having been referred to in these columns in previous issues.

The approach of another new year gives this subject special interest, and the editor will be glad to hear from other Canadian hardware firms—manufacturing, wholesale or retail—who have adopted the "profit-sharing," "welfare" or "bonus" system of encouraging employes to render faithful service to their employers.

AN INTERESTING EXPERIMENT.

According to a correspondent of the Ironmongers' Chronicle, an English wholesale hardware firm once sent to thirty-one customers statements of account in which intentional errors had been made. In each case the mistake was favorable to the dealer and the amounts involved ran as high as $50.

Within a week the firm received letters from nineteen of the dealers calling attention to the errors, while eight others corrected the mistakes and remitted the amounts due without waiting for corrected statements.

One dealer to whom a corrected statement was sent, refused to pay more than the first bill called for and stood a law suit. The firm lost his future trade. The correspondent does not state what happened in the case of the other three.

BUSINESS OUTLOOK IN WEST.

R. J. Gay has just returned to Toronto, after a four months' tour through out western Canada, in the interests of Hardware and Metal. Mr. Gay has been in close touch with the biggest and smallest of the business men of the West and has seen through their eyes the business outlook of the country.

He first touched upon the attitude of the west toward the eastern financial institutions. "While a great many," he said, "were unable to see why the banks loaned so much money out of Canada when it was needed so much at home, yet, with the exception of the real estate and land speculators, all were agreed that the tight squeeze the west is now getting is the best thing that ever happened the country."

The credit system in vogue among the western merchants has been the curse of the country. It has had an extremely unhealthy effect. The people were land crazy. Instead of laying by, after a good year, sufficient surplus in the bank to meet current expenses till the succeeding harvest was marketed, they would prefer to buy another quarter-section or another town lot, and the merchants might wait for their money. The merchants were forced to be bankers and to imperil their own standing to carry the accounts of speculators. And the worst of it was the land was being bought at prices which represented not its real value, but any appreciation in value had been discounted for ten years or more. Had the banks or loan companies been extending the credit they could have regulated matters to protect themselves, but the merchant, not being a credit institution was forced to take his chances with the rest.

Since the banks shut off further credits many have found themselves in a tight corner. The clerks in the towns are getting advances of two or three weeks' salary at a time to make payments on the lots they have bought on the crest of a boom. The merchants are trying hard to collect their book debts and to get along with as little new goods as possible. One small grocery business, conducted in a room about forty feet by ten feet, had book debts over $18,000. Last year the merchant paid little attention to the collection of small accounts. To-day nothing is too small to be overlooked.

And then, too, they are cancelling orders all along the line. "A traveler," said Mr. Gay, "whom I met in the west told me when I got home that he had done a good business with the western merchants, but since he had come back to Toronto a host of his orders had been cancelled. Of course," said he, 'it is better so, for if we make them take the goods we may get only 25c on the dollar for them, but if we let them off, next year we will get double orders."

The merchants have determined to clean up their stock on hand before they buy more goods and orders after orders have been cancelled. They are going to force the people to be less bound by the dictates of fashion and more by the principles of economy. Many are also determined to do nothing but a cash business or limit the time of credit to 30 days. They say they are not supposed to be bankers. If a man wants credit, let him get it from a bank or a loan company. If he is entitled to it he can usually get it. At any rate, the merchants are not going to take all the chances. Dozens of stores are doing only a cash business now and are doing a land-office business. It is common to see a large sign in front of a store, reading, "We do business for cash, and for cash only." One merchant said: "The squeeze hasn't hurt me much. I've always done a cash business. When I came here first they gave me only six months to stay, but I'm here yet and my business is as healthy as that of any of them."

If the wholesalers don't push the merchants too hard most of them are going to pull through all right. An early spring will lift a cloud of depression from the west, as the sun lifts a fog on a clear day.

Mr. Gay says that if this year can be weathered the recuperative powers of the west will do wonders. Next year double orders will come east to the factories. The factories will have great quantities of goods on hand and instead of paying out for production, they will be paid for marketing them. The farmers have learned their lesson. They are likely this year to have as large a return as formerly for their grain, and instead of speculating in land, they will deposit a balance for current expenses and henceforth pay cash. They will be more careful to weigh matters before enlarging their business. They now know that if they don't look out for themselves they cannot expect help from either merchant or banker. They will be more provident as a result and less inclined to leave their machinery in the snow all winter as many have done in the past or to be otherwise wasteful or extravagant. These things should make the scales of supply and demand of money balance more satisfactorily and it should be found that the squeeze is the best thing that ever happened the west."

Every merchant who devotes careful thought and considerable time to stopping leaks in his business saves enough actual cash thereby to pay the salary of the best clerk in his employ.

DISEASE CAUSED BY CEMETERIES

San Francisco is said to be suffering from its cemeteries, which are, as it happens, now placed on hills, to the windward of the main portion of the city, in such a position that the trade winds from the Pacific, which blow for two months of the year, bring down among the living whatever miasma may rise from the sepulchres of the dead. A large school-house, situated near one of the cemeteries, was recently closed, on account of the repeated outbreaks of diphtheria among the pupils, and some of the physicians of the city attribute these as well as other troubles from zymotic diseases, to the air from the graveyards.

We do not remember having heard diphtheria before attributed to cemetery exhalations, but it is quite possible that it might be caused by them, and the people of the city are quite justified in urging, as they are now doing, the prohibition of further interments within the city limits, and even the removal of the bodies from the cemeteries already existing. Although the latter would be a rather serious undertaking, it is not likely that diphtheria will diminish much until it is accomplished. Few people have any idea of the time during which noxious and corrupting substances buried in the ground beyond the reach of the nitrifying microbe, will continue to saturate the earth, and the surrounding atmosphere, with foul vapors. It is commonly assumed that within a few months, or a few years, at the utmost, the products of decomposition are absorbed by the soil, and converted into harmless inorganic substances ; but Professor Lanciani tells us that under his direction, trenches were dug in the gardens of Maecenas, which were made about the year 40 B.C. by filling in twenty-five feet of clean soil over an old cemetery on the Esquiline hill in Rome. The cemetery had long been a nuisance and danger to that part of the city, and Maecenas earned the gratitude of his contemporaries by buying it, and covering it up. Nevertheless, after two thousand years of disuse, and exposure to such purification as a good covering of clean soil could effect in it, Lanciani found it necessary, when his men had reached the bottom of the earth-filling, and exposed the ancient surface, to relieve them at short intervals, in order that they might escape suffocation from the stench which proceeded from the remains of the people whose bodies were laid there long before the Christian era.

One of the best assets any merchant can acquire is a spirit of progress that keeps pushing him on to better effort.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Much firmer.
Tin—Market stronger.

Toronto.

Chains—One per cent. higher.
Iron Washers—Open market.
Bar Iron—Lower prices expected.
Ingot Copper—About 3 cents higher.
Ingot Tin—Market much firmer.
Old Materials—A few changes.

MONTREAL HARDWARE MARKETS

Montreal, November 1.—As reaction is certain to follow depression and as healthy activity is bound to follow uncertainty and meagre buying, there is this week a very decided activity in hardware circles. The local wholesale firms are very busy and retail business throughout the eastern and southern districts is exceedingly brisk. The fall season is now getting well advanced and retailers are making haste to get their winter necessities ordered and delivered.

There is a general and continual complaint regarding the stringency of money but wholesalers and retailers expect that when the western crop has been moved and paid for, conditions will be easier and trade livelier. Business at this season is characterized by conservatism and now large, liberal orders are being booked. This condition of affairs cannot, however, be of long duration.

Rumors of probable advances on tools and builders' hardware (nickelplated) are heard, the reason being given that it is costing more to bring these lines through the customs. More information may be available next week.

Screws—Conditions remain unchanged, with the exception that makers are getting ahead of current demand gradually by "keeping everlastingly at it." Shipments are still tardy and incomplete. There are no prospects of getting any considerable reserve stock stored up before the latter part of January or February. Small sizes are still very scarce, being practically unavailable. Quotations continue firm without change.

Bright Wire Goods—This week has been a very busy one for manufacturers who have been rushing orders in order to have them delivered to the steamers before they leave for their last trip to the upper lakes. A very large volume of business has been transacted with the Northwest this fall, despite the fact that western consumers have been rather hesitant in placing liberal orders previous to the movement of the crops. Prices are firm, without change.

Fall Goods—A heavy demand is now being experienced by the wholesalers for horse blankets, cow ties, snow shovels, lumbermen's supplies and prospectors' outfits. The opening up of new districts in all parts of the Dominion has greatly stimulated the trade in these lines. The prospects for this business are bright and encouraging.

Cutlery and Silverware—A steady improvement is being experienced in the demand for these goods.

Sporting Goods—The call for ammunition is being maintained splendidly, although shotguns and rifles are not in such active demand. Hockey and curling goods are moving very briskly, and it is expected that a record-breaking business will be done in these this season.

Stoves and Ranges—The factories are working at higher pressure, endeavoring to fill the orders which have been booked this fall. The demand for ranges and heaters has been enormous and makers will do well if they get them filled even partially. When it was announced two or three months ago that an all round advance of 5 per cent. would be made on October 1, a very strong stimulus was given to the demand.

TORONTO HARDWARE MARKETS.

Toronto, Oct. 1.—Business in the local hardware markets during the week has been well up to jobbers' expectations, and—considering the fact that Thanksgiving day served to cut up business by breaking the week in two—the number of large orders which have come in is exceedingly gratifying. As lake and river navigation cannot be depended upon to last much longer than the middle of November, local jobbing staffs are now busy rushing forward large consignments of hardware to retailers in northern Ontario and the western provinces in order that those merchants who have booked their winter's requirements may get the advantage of lake freight rates.

Screws—Supplies are steadily improving, but manufacturers will be kept busy for some time filling belated orders. many of the most popular gauges in the smaller sizes are still very scarce and the larger sizes used in electrical construction are still very difficult to procure. Prices are firm and unchanged.

Nails—Large orders for wire nails continue to arrive and supplies have so improved that prompt delivery can now be had on almost all sizes. The demand for nails has received considerable stimulus during the past fortnight and trade in these is very good for the end of October.

Bolts and Nuts—Supplies continue to improve, though the strong demand of the past few weeks is still splendidly maintained. Since the 10 per cent. reduction on the larger sizes of bolts reported last week there have been no further alterations in quotations.

Sporting Goods—Rifles, guns, ammunition and fall shooting requisites are still in heavy demand, but it is expected that after this week the call for rifles and ball ammunition will begin to fall off. It is hard to obtain prompt deliveries of ammunition on account of the heavy demand and some makes of automatic firearms are also reported to be very scarce. During the week a large number of inquiries have been received for snowshoes, toboggans, skates and hockey sticks from retailers who have not yet booked their orders for these lines. Sporting goods prices remain unchanged.

Builders' Hardware and Supplies—Now that November is here the demand for builders' hardware, which has been so exceptionally strong and persistent all through the summer and fall is beginning to fall off. The strong demand for cement continues unabated, but the lamentable lack of freight cars still prevents the retailer from getting anything like prompt delivery of this popular commodity.

Fall Goods—Cutlery and silverware continue to move out fast, cased goods especially being in heavy demand this week, presumably on account of Thanksgiving day.

Churns—There has been a slight advance in the discounts on churns, amounting approximately to but one per cent. Numbers of 0 to 5 are now quoted at 50 per cent. off list, f.o.b. Toronto, Hamilton, London and St. Marys. The same sizes are quoted at 47½ per cent. off, f.o.b. Ottawa, Kingston and Montreal.

MONTREAL METAL MARKETS.

Montreal, Nov. 1.—There has been very little change in the metal situation during the past week. Orders are still characterized by a canny conservatism and by a careful scrutiny of all orders. The recent disturbances in the financial markets have done something towards creating an uncertainty and hesitancy amongst consumers, who until things have settled down to quietude, are not disposed to commit themselves on big orders.

An unexpected advance occurred in copper and tin this week confirming the assertion of many consumers that prices had reached the bottom and must ascend.

Pig Iron—A satisfactory amount of business is being transacted. Dealers are now principally awaiting the arrival of cargoes from Europe and are also busily engaged in the distribution of the cargoes already arrived. Local consumers are pretty well stocked up for the next two or three months' consumption. The English and Scotch markets continue unchanged, high grades being very scarce and prices high. Cleveland warrants are quoted at 54s. Local prices continue firm and unchanged:—Middlesboro, No. 1, $21.50; No. 2, $20.50; Summerlee, $25.50.

Antimony—Continues firm, with a very satisfactory demand for it locally. There have been developments of more or less weakness in the American situation, although prices on small lots continue unchanged.

Ingot Tin—A very spirited advance has been experienced in the English markets. On Monday there was reported an advance of £7, followed by a slight downward fluctuation. The market closed firm, with prices £6 higher than the previous day. A moderate

amount of business is being transacted in local circles. Lamb, and Flag and Straits are still quoted at $40.

Lead—Is firm without change in quotations. A very satisfactory volume of business is being done.

Spelter.—The market remains steady with the demand quiet.

Copper—There has been a very marked advance from 12¼c to 14c, the latter price being held for higher. It is stated that while further declines might be made they will be the result of strained financial conditions. However, since this statement was made financial conditions have been very much ameliorated and prices have strengthened.

Old Materials—Conditions are unchanged. There is very little activity noticeable. Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 3½c; machinery cast scrap, $16; old rubbers, 10c

TORONTO METAL MARKET.

Toronto, Nov. 1.—The past week has seen a great change in the metal market and many dealers have been given reason for celebrating Thanksgiving Day with a light heart. The outlook undoubtedly looks much brighter for future business.

The reaction in copper referred to by us last week has continued. Prices had to reach a bottom some time and when they fell to the neighborhood of 12½ cents buyers entered the market in force and it was not long before the tide turned and prices went up with a jump once the market turned. This week prices are fully three cents stronger than a week ago. In Toronto sales were made last week as low as 13 cents, one sale we know of being a shade under that figure. Now it would be as hard to close at 16 cents as at 13 cents a week ago. Buyers have, during the slump, been able to buy in carload lots at prices which only allowed them to buy in five-ton lots before. It remains to be seen whether the present rally is but a temporary movement after such a long and heavy decline, or whether the market will be sustained by the consumptive trading. There is certainly nothing in the present outlook for finished material to call for heavy purchases, and the monetary outlook is not encouraging for speculation.

In tin, also, there has been an upward movement, prices in London having recovered about £10 since a week ago. The recent collapse was brought about by the weakening of the Chinese bull account which has always been a menace to the London market. On Monday, of this week, however, one of those sudden and surprising advances for which the tin market is famous, took place, prices being moved up about £7. It is said that conditions are now favorable to producers and if this is correct prices will be more steady. On a speculative market, however, predictions are of little value.

Pig Iron—The conservatism which has been the feature of iron during all the recent disturbances in copper and tin still features the market. Prices have undoubtedly weakened during the fall and business has been far from satisfactory, buyers lacking confidence in the market, but despite this prices have held up well and there has been no slump. Bar iron is now considered weak at $2.25 net and we look for at least 5 cents being shaded off this price during November. Buying having been slow stocks are accumulating but a rush of buying would soon deplete them again. Iron washers are now being sold at cut prices, the market being now open. Bolts and nuts were cut a fortnight ago, as already reported in our hardware markets.

Copper—We now quote from 16 to 16½ cents for casting ingots, an advance of about three cents over the lowest figure reached during the slump. Buying on the local market has been decidedly brisk and keeps on in spite of the rising market. Stocks in hand are about cleaned out with jobbers claiming to be unable to get deliveries of new stocks before January. The copper mines in the Boundary district are likely to close down for a period, the smelter at Greenwood having already shut down.

Tin—The market is stronger but local prices are unchanged at about $38 for ingots. Buying is not active on either ingots or plates.

Lead—Buying continues fair with prices steady. Antimony and spelter are also unchanged.

Old Materials—Prices of old copper have advanced in response to the reaction in the primary markets. On the other hand, wrought iron is subject to lower offerings from dealers. Business continues inactive.

U. S. IRON AND METAL TRADES.

New York, Oct. 31.—The Iron Age to-day says:

Restriction of output to conform to whatever decline in the consumption may develop is the policy which, avowedly, the large interests in the iron and steel trade propose to pursue. Any accumulation of stocks is to be avoided. Action in that direction is already being taken. With a stock of only 88,000 tons of pig iron, a few days' supply only, the Steel Corporation is blowing out furnaces. At this writing 14 are idle. The Columbus steel plant and furnaces have been shut down, the steel plant being on sheet and tin plate bars. A large percentage of the tin plate and sheet mills are idle, and it is possible that the Bellaire furnaces and steel works, which are on the same product, may be next to cease to work.

A number of Eastern pig iron furnaces will blow out, and it is understood that the principal independent Connellsville coke makers have determined to put out ovens if the product does not at once go into consumption.

While this will not absolutely safeguard prices, which are not materially above the normal level in finished materials, still it makes for stability.

An element in the situation should be alluded to because there is danger that its influence may be exaggerated. There have been a number of consumers of pig iron and of other products who contracted in the early part of the year for the maximum of their estimated requirements for 1907, and in a few scattered instances for a part of 1908. When postponements and cancellations were not permitted these consumers have offered the material for resale, and have thereby given some markets an appearance of weakness and irregularity. The quantities, however, are small, and the effect is local and restricted.

Generally speaking, deliveries are being very well taken, and current consumption has thus far shown little indication of lessened volume. That it must come, the industry has had an ample warning, and cannot be taken unawares. In this and in the conservative policy adopted by all the large interests, the safety of the iron trade lies.

New business has not come to the works in any volume, yet there is not that absence of it which some may seem to have feared. In the rail trade, the Great Northern has placed an order for 12,000 tons for prompt shipment, and there is an inquiry in the market for 7,500 tons of girder rails for Australia. Some good plate orders have been placed, and it is expected that at an early date the material will be contracted for for four steamers for the Southern Pacific interest. Some structural material for buildings is coming out. Thus there has been some business done for New Orleans, with some good orders pending in Chicago.

The wire trade is holding its own wonderfully well, while the tin plate trade is poor, and concessions are being made on sheets. Reports of lower figures on steel bars are denied.

During the week there have been closed in Pittsburgh contracts for furnace coke, some of which run through the first half of 1908 and some during the entire year. They have been made on the basis of seven tons of furnace coke to one ton of Bessemer pig.

There has been a sudden turn in copper, the extent and scope of which, however, have been greatly exaggerated. On last Wednesday, lake copper was actually sold in small quantity a shade under 12c. There came a rush of buying and short covering in Europe, accompanied by a moderate volume of buying by consumers in this country. Large consumers have purchased electrolytic on a scale up to 13½c, and nominal quotations have been rushed above that, but seem to have frightened off purchasers. The movement has put an end to any hopes of or talk of 10c or 11c, but, on the other hand, the leading copper producing interests do not expect a sustained advance above the 13c level until readjustments of wages and of freights have been made, until the restriction of output has made itself felt, and until the accumulated surplus has been absorbed by consumption. A hurrah does not accomplish the latter.

U. S. METAL MARKETS.

Cleveland, O., Oct. 31.—The Iron Trade Review to-day says :

There is general complaint that the confused financial conditions of the past ten days, with the consequent stringency of the money market, have made themselves felt very strongly in the matter of collections, these having been extremely light since the outbreak of serious trouble. That the position of the iron trade, however, is still very strong is evidenced by the little concern given the failure, during the crisis, of the Westinghouse Companies, the Southern Steel Co., and the Atha Steel Casting Co. It is felt that, in the hands of receivers and free from the pressing claims of creditors, they will be able to work out in good shape. The closing of the Columbus plant of the United States Steel Corporation, consisting of two furnaces and a sheet bar mill, is merely the first recession movement of this interest. The Columbus plant, however, is a high-tide institution and has been operated only when business was most active, with occasional lapses during slack times. The great Edgar Thomson plant, near Pittsburg, is working on short time. The pig iron market is very quiet and increased weakness is shown in the southern product.

LONDON, ENG., METAL MARKETS.

London, Oct. 29.—Cleveland warrants are quoted at 54s, and Glasgow standards at 53s, making prices, as compared with last week, on Cleveland warrants 6d lower, and on Glasgow standards, 3d lower.

Tin—Spot tin opened strong at £150, futures at £151, and after sales of 430 tons of spot and 700 tons of futures, closed easy at £149 10s for spot and £150 15s for futures, making prices as compared with last week £10 10s higher on spot, and £12 15s higher on futures.

Copper—Spot copper opened strong at £66 10s, futures at £66 10s, and after sales of 800 tons of spot and 1,900 tons of futures, closed weak at £64 for spot, and £64 for futures, making price as compared with last week £8 10s higher on spot and £9 higher on futures.

Spelter—The market closed at £21 15s, making price as compared with last week unchanged.

Lead—The market closed at £18, making price as compared with last week 5s higher.

THE RALLY IN COPPER.

New York, Oct. 28.—The Journal of Commerce to-day says : The developments in copper since October 1 have demonstrated beyond a doubt how important a factor the London Exchange is in not only creating sentiment for European consumers, but in strongly modifying, if not actually governing, the United States market. The large selling companies of this country, as well as European dealers, have been operating through that market more or less successfully with all other avenues closed. There seems no good reason why this business should not be done through an American exchange rather than through a British organization. It is only the policy of the large producers or selling companies which prevents and has developed this situation. The practical ostracization of brokers or other second-hands in this market, too, enforced by larger interests five or six years ago, prevents other outlets for copper.

Copper interests in Europe, financially strong, have taken advantage of the financial panic in this country and during the last few days their operations have marked a turning point in the copper situation. Through the London market for warrants they have been able to accomplish—partially, at least—what they endeavored to do two months ago by direct negotiations with the largest copper selling interest in this country. At that time they bid 5c to 6c a pound over the present market for millions of pounds of copper, provided the large interests would remain out of the European market for a definite period. These offers were refused, as previously noted, but the English houses, apparently, have accomplished the same end in another way. Tight money and the heavy accumulation of copper finally compelled sales after the market had dropped heavily, and this outlet the producers found only in the speculative London market, as neither domestic nor foreign consumers have been willing to purchase.

During the last week sales on the London Exchange of spot and future warrants have aggregated 11,400 tons, or a total of about 33,800 tons since the 1st of October. Of course, these transactions do not represent that amount of actual copper sold as resales always figure to a considerable extent. On the surface, however, sales have been about 74,000,000 pounds at prices which will average about 13c, although the low point of 11¾c was touched. Against these sales we have exported since the 1st of October 21,382 tons, or in the neighborhood of 48,000,000 pounds. The four largest selling interests have shared in this business and have been able to obtain higher prices than if they had endeavored to force sales upon consumers.

The significant feature is that the copper has passed into second or speculative hands who must carry the metal until consumers are ready to purchase ; but, with more strong financial holders interested in the market for an advance, the turn seems to have come and the situation has improved from the relief thus afforded together with the curtailment in production. The present financial crisis will pass in time and business will be gradually resumed. The low stocks in the hands of consumers are probably better understood by the second-hand distributors than by any other interests as they are in closer touch with consumers than are the producers.

Large Japanese interests also have taken the market more seriously within the last few days, purchasing for export to China for future delivery. If consumers come into the market within a reasonable time, a further advance in prices will be established, but if there is no improvement in business conditions, after the sharp rally we are now having, there may be a further reaction.

The most important feature at the moment is that exporters are bidding 12½c for 1,000-ton lots of electrolytic, and, although the copper is not being obtained readily, the market is being advanced, which probably is the purpose of the tenders.

Domestic consumers up to the present time have bought very sparingly, but there has been a better jobbing demand during the last few days, and some sales have been made to manufacturers of moderate tonnages for November shipment. On Friday prices were advanced from ¼ to ⅜c in response to the developments abroad. For the first time since early March—that is, for nearly eight months, the market has had a rally, and as we are now below the average prices prevailing for the last twenty-one years, the reaction would seem legitimate. Dull business in finished material and further contraction expected in manufacturing industries and tight money, which will probably continue for some months, are the two factors against a sustained advance.

The low prices which have prevailed recently are more the outcome of the manipulative advance to an unprecedented and unwarranted height last year than to anything else.

New York, Oct. 29.—Copper consumers in Europe becoming frightened at the sudden turn in the market came forward on Monday with liberal orders for metal and heavy purchases were made during the day, causing an advance of fully 1c per pound before the close ; that is, sales of electrolytic copper were made at prices ranging from 13c to 13½c c.i.f. European points.

In America the advance was entirely sympathetic with London, where the operations by dealers turned the market sharply upward with support yesterday from consumers. A few domestic melters came into the market here on Friday, Saturday and Monday, purchasing at 12½c to 13c. At the close of the day exporters were bidding 13c for round lots of electrolytic and even as high as 13¼c had been paid previously for shipment to Europe. It was stated that one of the largest selling interests here subsequently advanced electro prices to 14c, while the United Metal Selling Co., which has been selling large quantities to Europe during the last few weeks, finding the market so much in its favor is temporarily not offering at all for domestic consumption.

The speculative stimulus which has been introduced thus far has been eminently successful in advancing prices and bringing frightened consumers in the market.

A NEW WRINKLE.

The idea of patching up a sound plate glass window to make it appear broken in a thousand pieces is not new. The Merchants' Record and Show Window tells of a trimmer in Evanston, Ill., who has added something to it. He fixed up a window to look as though it were smashed to smithereens. Inside was placed a large stone to appear as though it had been thrown through the glass. Then he got a big box and filled it with scrap glass. Occasionally he would upset the box and run to the window. It happened that he upset the "glass crash" just as an anxious commutor was running for his train. A passing policeman heard the crash, and caught sight of the fleeing commutor. He gave chase and managed to pull his quarry down just as he was boarding his train. The window trimmer had a hard time explaining the joke.

Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

ST. JOHN, N.B.

St. John, N.B., Oct. 29.—The advent of colder weather during the past week has resulted in a heavy demand for stoves and stove fittings. All the dealers report business brisk in this line. The trade in builders' materials continues good and, in fact, in all hardware lines usually sold at this time of year there is a satisfactory demand.

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The new Royal Bank building, the big cold storage building, the new Y.M.C.A. structure and the warehouses and wharves on the west side are all approaching completion.

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Many lighthouses have been erected along the New Brunswick coast during the last summer, and the work is still going on. A new light has been placed at Cape Tormentine. Two others have been built at Cocagne. Another is to be located at Fort Moncton and a fog alarm is to be built at Rockport on Cumberland Bay. Considerable other work has been done in Bay of Fundy waters.

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The directors of the Lepreaux iron mines, at a special meeting received and accepted the offer made to them by the Dominion Iron and Steel Company to rent them areas at Point Lepreaux. The lease will be made for eighty years, and it is the intention of the new owners to begin prospecting at once. The iron deposits are believed to be very extensive and of a very high grade. The Steel Co. will pay 25 cents royalty on all iron taken out and must work the mine continuously. They will take treasury stock for their development at $25 share value on hundred. Not more than two thousand shares will be given in any event, no matter how much money is spent in developing.

QUEBEC CITY.

Quebec, Oct. 28.—A very steady autumn trade is being done by local wholesalers and the amount of orders yet received is very satisfactory. Retailers are showing their desire to be well stocked up in the seasonable lines as early as possible. For that reason hardwaremen are busy. A strong demand exists for iron tubes and as manufacturers are not able to supply dealers, although they are working at their utmost capacity, an advance has been registered in Quebec.

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A carload of new machinery has just arrived for the Quebec Railway Light & Power Company's power house, at Montmorency depot.

The steamer Bavarian will be sold by public auction at the close of navigation. The ship now belongs to the North American Wrecking Company. Some engineers, who inspected the vessel, stated that the iron of which the Bavarian was constructed, is worth about $125,000.

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A large roller rink is under construction in St. Rock, and will be opened to the public on November 15.

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The end of this week will see the complete installation of the telephone signal service on the river, between Quebec and Montreal, with ten stations, forming a complete chain of communication between the two ports.

CORRESPONDENCE IN BRIEF.

The Woodstock correspondent tells a good story of how a business man in that town outwitted a bank manager in that town. Money wasn't as tight as the banker said it was.

Woodstock, Ont., city council has adopted a resolution on the cartage charges question.

A Belleville hardware firm tells of a brisk heating business being done this fall.

London manufacturers report outlook for business bright. Woodstock factories are also busy. The financial stringency talk appears to be overdone.

The Kingston correspondent comments interestingly on 15-cent stores, window displays and novel advertising methods.

A new co-operative hardware and general store business has been incorporated at Hamiiton. What effect are co-operative stores having on the retail hardware trade?

Stove founders and hardware manufacturers will be interested in what our Edmonton correspondent has to say regarding opportunities for business in that city.

F. X. Drolet, machinist, has purchased a site near St. Charles river, upon which he contemplates erecting a modern machine shop, which will be in a position to do a very extensive work in steel ship repairs.

KINGSTON, ONT.

Kingston, Ont., Oct. 29.—The hardware trade is very brisk, having picked up considerably the past week. The fall trade is keeping up in first-class style. Fall goods of every description have been in great demand this year, as the cool weather set in much earlier than was anticipated. Winter goods are arriving daily and everyone seems to be getting his fair share of the work.

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Building operations are much in evidence at present, the various contractors and builders are doing their best to complete the work now in progress before the winter sets in, if possible, thus making much work for the tinsmiths and plumbers, who are in many cases working overtime, as a great many of the houses and other buildings commenced during the summer are now very nearly completed.

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Your correspondent read with great interest the item regarding "15-cent stores," in the Ingersoll correspondent's notes last week. The Kingston merchants have much about the same opposition to meet as those of Ingersoll. There have always been a couple of stores of this nature in Kingston, but a short time ago another was added, this one being a branch of the many 5c, 10c and 15c stores being run by S. H. Knox & Co. Among numerous other articles which were placed on exhibition as a drawing card at the opening, were various articles of enamel and tinware, and nine out of every ten housekeepers to be seen passing up the main street that evening were carrying frying pans, kettles, wash basins, or kitchen utensils of some description. They also made quite a showing of the cheaper lines of hardware, such as saws, hammers and numerous other handy tools, usually handled by a store of this kind. The hardware dealers, however, have found that they have lost but little by this kind of opposition and their former patrons are all returning, after having well learned the lesson that it pays to buy the best at all times.

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The chairman of the light, heat and power committee has received word that the engineers of the Hydro-Electric Commission of the Ontario Government will visit Kingston during the first week in November, to give all information as to the cost of bringing water power for electrical purposes to this city. At the city council meeting two weeks ago, the commission was asked to take up the matter as it concerned Kingston. In response, it is sending its engineers here and they will first confer with J. M. Campbell and the civic light committee.

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Much credit is due the Kingston hardware merchants for the attractive manner in which they dress their windows. At present most of them have a good display of ammunition and all lines of sporting and hunters' supplies; others have steel ranges and enamelware; each one showing something seasonable. There has been a good trade done so far this fall in the way of ammunition, and several parties of sportsmen are now being planned for Thanksgiving day and the following week. The season for deer, moose and other larger game opens on November 1st, and continues until the 15th, both days inclusive, and soon the surrounding country will echo with the whirr and tear of bullets and the death-groans of the ill-fated animals.

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A novel plan of advertising among a number of the hardware merchants here is that of having counter statements printed and sending one out in each parcel. In many cases they have these statements printed from their advertisements in the newspaper. One firm has just had a number of neat statements printed, with the advertisement of a

certain style of razor they handle for which they are the agents of a New York manufacturer, and it seems to be the general opinion of all that this is a very helpful plan to adopt.

BELLEVILLE.

Belleville, Oct. 28.—The different hardware dealers in this city and district report business exceedingly brisk the past few weeks, especially in the stove line. The installation of a great many steam and hot water heating plants in private houses was completed. Every one of the plumbing firms are rushed to their utmost to keep up with the demand. Your correspondent had a five-minute chat this afternoon with Russell C. Chown, the vice-president of the W. W. Chown Co., Limited, and he reeled off the following different jobs recently completed by their firm in this city and vicinity :

Two boilers for a hot water heating plant in the Kyle House.

Replumbing of Albert College.

Complete system of plumbing in residence George A. Bennett, chairman of the Board of Education.

System of hot water heating in residence of Dr. Drupiem, and also in residence of J. A. Howell in Redversville. The latter is an up-to-date farmer and Mr. Chown said two hours after the work was completed the money was paid over.

Plumbing and hot water heating in residence Byron May.

Plumbing and hot air heating in residence George F. Stewart, of Deaf and Dumb Institute.

Mr. Chown says the mild weather has not affected the sale of stoves with his firm. The sales so far this season are away ahead of the same date last year. In fact they had sold exactly 31 more up to October 26th than they had at the same date last year. Their sales averaged four and five a day, all of them feeders and ranges. Nearly all the farmers are discarding wood stoves, as that material is both scarce and expensive.

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W. W. Chown, ex-mayor of the city, now the head of the Chown Hardware Company, of Edmonton, in writing to the city, says trade out west is excellent, despite some reports circulated to the contrary.

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The John Lewis Company have completed the heating and plumbing for the House of Refuge and the work has been taken over by the county officials, who were highly pleased with the job.

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The large and substantial new brick and stone building for the recently established brass foundry, is being rapidly pushed to completion, and it is expected to be in running order before the new year. Already a large amount of machinery has been installed.

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A transfer has been made in the property of the Tweed Electric Light and Power Company, the former owners, Steinhoff & Gordon, of Wallaceburg, having sold the entire plant and franchise to J. T. Kissack. The latter took over the business on Oct. 19th and has now assumed personal control of the plant in Tweed. Mr. Kissack, who is also proprietor, with his brother, of the Paisley Electric Light Co., of Paisley, Ont., has had wide experience in the handling of just such plants as the one at Tweed. He intends to establish a continuous current day and night which should prove a big incentive to prospective manufacturing concerns.

HAMILTON, ONT.

Hamilton, Oct. 29.—On Sunday morning the wholesale hardware firm of Wilkinson & Kompass, Macnab street, sustained damage to their premises from the effects of a fire in an adjoining building. Fire broke out on the premises of the Canadian Co-operative concern, next door, and before the flames were subdued, damage to the extent of $15,000 had been done to that firm. However, the water from the burning building soaked through into the basement of Wilkinson & Kompass' place, and damaged a lot of the stock there. Some of the goods on the upper floors were also slightly damaged by water, which was used to check the flames from spreading into that building. The loss, all told, will not be heavy, and the firm will not be handicapped in the slightest in turning out its orders. The hardware firm owns the double building in which the fire occurred, but its loss is covered by insurance. The Co-operative Co. dealt in hardware to an extent.

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H. Banwell, of the Banwell, Hoxie Wire Fence Co., who returned from the West last week, in conversation with your correspondent, gave a few pointers on the condition of trade, and business affairs, generally, in that section of the country. Mr. Banwell was very optimistic regarding the prospects in the West. He has just returned from a trip of inspection of the several hundred miles of Peerless fencing which his firm is building along the right-of-way of the Canadian Pacific. He reports labor conditions as being strained but that he was able to get sufficient help to push the work so that it will likely be finished this season. As regards the prospects of business as a whole, Mr. Banwell thinks that the West will continue to enjoy a good measure of prosperity during the coming season. While he says that the grain has been practically destroyed in some sections by the frost, this was by no means general. He thinks that the extra good prices paid out for grain this season will probably make the total amount of money paid out for the crop more than has ever been paid out in one season heretofore. Mr. Banwell saw 480 cars of wheat inspected at Winnipeg, the average value of each being about $1,000.

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William Wood, of Wood, Vallance & Co., has returned from a combined business and pleasure trip through the West. He took the trip chiefly for pleasure, but visited the firm's houses in Winnipeg, Nelson and Vancouver, and found everything in a flourishing condition.

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Ald. H. G. Wright, of E. T. Wright & Co., has just returned from a pleasure trip down South. He looks fine after his outing.

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One of the city's most popular and energetic business men is thought to have been drowned in Hamilton Bay on Monday afternoon of this week in the person of Charles Lenz, proprietor of the Hamilton Whip Company. Mr. Lenz went to his summer residence on the beach on Monday afternoon for the purpose of securing his row boat and going duck shooting. He had been in rather poor health of late, and it was on the advice of his wife that he took a little recreation for the purpose of getting the benefit of the fresh air. Mr. Lenz was unaccompanied, so that the matter of his disappearance is a matter of conjecture at the present writing. His boat was found drifting in the bay about 300 yards from the beach on Monday evening, and a letter which was in a coat in the boat was addressed to "Charles Lenz." Residents of the beach heard a cry for help toward evening, and, on going to the shore, saw the empty boat. All efforts at securing any trace of a body were futile. There appears to be little doubt that Mr. Lenz was drowned, but various theories are advanced as to the probable cause of the accident. Mr. Lenz had been proprietor of the Hamilton Whip Company for about seven years. He was about 35 years of age, and was well known to the hardware trade of Canada. He was one of the shrewdest business men in Hamilton, and at the age of 18 he was appointed manager of the company. He worked up one of the largest whip trades in Canada, and now the firm ranks among the most successful whip manufactories in the country.

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J. Jamieson, of this city, has secured a patent on trays or grates for stoves. It is possible that a new company may be formed to manufacture stoves with the new appliances.

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S. H. Alexander, of Wood, Vallance & Co., is enjoying a fishing trip among the northern lakes and bays.

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The Rochdale Company, of this city, has just been incorporated, capital $50,000. The provisional directors are: John P. Whelan, Samuel A. Laidman, George Awrey, William A. Emery and Thomas Bell. The company will carry on a hardware, dry goods, grocery and general co-operative business.

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The Domestic Specialty Company, which has been doing a Polish manufacturing business in this city for a number of years, has been incorporated with a capital of $40,000. The provi-

sional directors are: Joshua D. Trenaman, Robert C. Stoddard and Harry C. Trenaman. No change will be made in the business.

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The Smart-Turner Machine Co., reports business in the pump manufacturing and general engine work as being particularly active at the present time. The firm has in the course of completion pumps for the Canada Paint Co., of Toronto; the John Whitfield Co., Toronto; Messrs. McColl Bros., Toronto; the Hiram Walker Co., of Walkerville, and a number of other big contracts for firms inside and outside the city.

WOODSTOCK, ONT.

Woodstock, Ont., Oct. 29.—Arrangements are being made here for the establishment of a Penny Bank in conjunction with the public schools, as a branch of the Penny Bank of Toronto, which already has branches in a considerable number of towns and cities in Ontario.

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The outlook is that there will be plenty of work for men in most, if not all, of the local industrial establishments during the coming winter. The factories are not, as yet, feeling the tightness of money to any alarming extent. Most of the factories are running full time. The Canada Furniture Company's big branch here is one of the exceptions, and is running eight hours a day, instead of ten. Manager McBeath says that the trade with the Northwest has almost dropped off entirely, but that the local trade is keeping up fairly well, while furniture dealers are stocking up for the Christmas trade. The Thomas Organ Company are running full time, and the manager says they were never busier than at the present time. The James Stewart Company, manufacturers of stoves, are busy in all departments. The D. W. Karn Company is busy in the pipe and reed organ departments, but in the piano section the trade has fallen off to some extent, and men are working eight hours a day. The Bain Wagon Company expect to keep going full time with a full force all winter. The Warren Church Organ Company, and Hay & Company, under one management, are busy, and have not found it necessary to lay off any hands. The Woodstock Wagon Company are running to full capacity. Minor industries are also busy, some of them working almost day and night to fill orders. Manufacturers say they are not experiencing more than usual difficulty with collections.

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The city council, at its last meeting, passed the following timely resolution: Moved by Ald. McBeath and seconded by Ald. Forman, and resolved: "That this council put itself on record as protesting against the joint action of the Grand Trunk and Canadian Pacific Railway Companies, in billing the charges for cartage between the warehouses or factories and the shipping stations at certain large centres to the consignors at outside points, believing that this is a direct favoring of shippers at these large centres and a corresponding detriment to shippers at other points, and contrary to the spirit of railway legislation; also that a copy of this resolution be forwarded to the clerk of the Railway Commission." A reply has been received from the Railway Commission, that the letter has been referred to one of its officers for immediate investigation.

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Local shippers have had no difficulty in getting all the cars they desired from the G.T.R. and the C.P.R. during the past few months, despite reports from Toronto to the effect that there was a severe scarcity.

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It is a well known fact that local bank managers have received instructions from their respective head offices to reduce the loans with their customers as much as possible, and to make no new loans. Some of the local managers are adhering strictly to this order, while others are taking good care of their regular customers. Many people believe that money is not as scarce as the bankers would have them believe, and that the policy of retrenchment has been started largely with a view of making it possible for an increase in the rate of discount.

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A story is told of a well known Dundas Street business man, who was refused money by his banker on the ground that the bank did not have it, but who succeeded in getting money from the same bank by an indirect route. The merchant called at the bank a few days ago, for the purpose of borrowing $1,500 on his own note. He had put through similar transactions with the same bank on previous occasions, but this time he was told it would be necessary to have an endorsement on his paper. Two names were suggested by the bank manager, either of whom he would accept. To the banker's surprise the merchant returned in a little while with both names on the note. The banker then threw up his hands, and acknowledged that he could not loan the money, no matter how many endorsations there were on the note, as his bank did not have the money. The customer reported the matter to one of the endorsers, who had several thousands in the savings branch of the same bank, and who was somewhat provoked because his endorsation would not be accepted by the banker. With his friend, he proceeded to the bank, made out a cheque for $1,500, drew it on his savings account, and passed it over to the merchant, and took the note himself. And now the banker is trying to figure out what his institution gained by the refusal to make the loan.

LONDON, ONT.

London, Ont., Oct. 29.—There certainly seems no reason for London manufacturers as a whole to worry over the stringency in the money market; for, according to the statements of leading men in industrial life, the outlook for a successful fall season is bright in all lines, with the exception of brass work, which feels the effects of Wall Street manipulations of copper stocks. A number of local brass firms have called in their travelers, and have given orders that no sales be attempted until prices of brass and copper are more steady

* * *

The McClary Company's pay roll last week was the biggest in the history of that great concern. As a further evidence that the tightness of the money markets had not or would not affect the local concern's business, it was also pointed out that work will be begun on an addition to the McClary works. As a rule there is a lull in the foundry business at this time of the year but as yet no slump has been felt by the McClary firm.

The George White Company reports business good, and state that they are now employing just as many men as they were in the spring.

E. Leonard & Sons, another large industry, stated that no lay-off is contemplated, and that business is good.

The London Bolt Works report orders slow at present, but the staff of workmen will not be decreased.

The Wortman & Ward Company has laid off all its employes for a few days, but only for the purpose of stock-taking. Every man, it was stated, would be back to work next Monday morning.

As an evidence of the prosperity of the railroads a local freight agent states that freight business at present is 20 per cent. better than it was at this time a year ago.

* * *

The Grand Trunk pay car was in London last week, and in less than six hours after its arrival checks for over $60,000 had been distributed to the employes in the city and immediate vicinity. "London gets more Grand Trunk money than any city in the middle division, except Toronto," said a Grand Trunk official to-day. "Hamilton gets about half as much as London, because there are not as many engineers and trainmen running out of Hamilton as are here. The Grand Trunk pay sheet for the past year amounted to $1,650,000, an increase of nearly 20 per cent. over last year. Only a small percentage of this increase is due to expenses for construction work. The road has grown all around, and every department shows an increase. There are at present over 37,000 names on the G.T.R. pay roll in Canada.

* * *

In a recent issue Hardware and Metal announced the intention of the London Brass Works Co. to erect a large new factory in the east end. The president, ex-Ald. Armstrong, has since then decided to erect a number of cottages on the property for the use of his employes. This will be the first experiment of the kind in this city, and its working-out will be watched with interest.

* * *

Business in both wholesale and retail lines holds good, jobbers reporting no abatement whatever of activity.

* * *

The contractors who are constructing the north end sewer are about to experiment with a new trencher, with which they estimate they can do the work of 100 men. The machine weighs 43 tons in all, and is operated and run by steam. It will dig a trench twenty-two feet deep and will remove remarkably large boulders, which in ordinary circumstances give no end of trouble to the workmen.

EDMONTON, ALBERTA.

Edmonton, Alta., Oct. 25.—Hardware business in Edmonton is very good at present, judging by the extensive improvements being made in the various hardware stores in the city. In this respect, Edmonton is in advance of any city of equal size in Canada. She has a larger number of hardware stores, equipped in the most up-to-date style, and operated on the most modern plan than any other city between Winnipeg and the Pacific coast. Picture a long main business street of generous width, flanked on either side by large, solid business blocks, with large gangs of workmen engaged in street paving, laying street car lines and extending the sewerage system and water mains, and you have Jasper avenue, once an old trail, leading to the Hudson's Bay Fort, and now the busy, bustling, business thoroughfare of one of the rising cities of Canada, and you will have a good idea of Jaspar avenue, Edmonton, as it is to-day a veritable "Main street" of Winnipeg. Scattered along this street are many hardware stores, conducted by enterprising, experienced hardware merchants, the large two and three-storey blocks, with big glass fronts, reminding one vividly of the large stores in some of the big eastern cities. Branching off from Jasper avenue are several ambitious side streets, that are bound to prove good commercial centres, and here, too, may be found hardware stores, a little in advance of other merchants, and "in on the ground floor," to get all the business that is bound to come to this great capital city of the fair Province of Alberta.

* * *

Bloomer Bros., the enterprising hardware merchants of the Norwood Boulevarde, in this city, have recently purchased the hardware business of the North End store, and will operate it in future in conjunction with their present business.

* * *

At a recent meeting of the Edmonton Board of Trade, the question of openings for manufacturing firms was discussed. Among other industries, it was suggested that there was a good opening in Edmonton for a stove foundry. At the present time all the stoves used in Edmonton and in the large district adjacent to it, are brought in from the factories in Eastern Canada and the United States, and the cost of the freight and duty, as well as the commission of the merchants handling these articles, greatly increases the price. Opinion was divided on the question whether the location of a stove foundry in Edmonton was practical. A. G. Harrison, secretary of the Board of Trade, thought it was a practical idea, and favored communicating with prominent manufacturers in the country, with the idea of getting them interested in the question. F. J. Fisher, of the firm of Nicholson & Bain, thought it was not a practical suggestion. In order to make such a proposition pay, it would be necessary to have iron near at hand. No iron had been found near this city in sufficient quantities as yet to justify a stove manufactory being started, and the cost of bringing in crude iron from outside points would be greater than shipping in the manufactured article. The question is being investigated by the Committee on New Industries of the Board of Trade, and a movement in this direction by a stove manufacturer would be warmly welcomed by Edmontonians.

* * *

A large and representative meeting of the retail clerks of the city was held on Tuesday evening to complete the formation of a Retail Clerks' Association. Several lady clerks were present and added much to the general enthusiasm of the meeting. The election of officers of the association resulted as follows: J. S. Berkman, Crystal Palace Clothing store, President; B. I. Bothwell, Duncan Bros. & Butters' departmental store, Vice-President; E. E. Davis, Johnstone, Walker & Co., clothing store, Second Vice-President: F. H. Drayton, Ross Bros., hardware store, Financial and Corresponding Secretary; E. D. Le Riche, Gariepy & Lessard, general store, Treasurer; Miss M. E. McCauley, Duncan Bros. & Butters, Recorder, and C. Case, Duncan Bros. & Butters, advocate agent.

E. H. JOHONNOT, PORT HOPE.

Who Will Represent the Dominion Cartridge Co. in Ontario, Quebec, and the Maritime Provinces.

* * *

Since the establishment of the city mail delivery system in Edmonton, citizens have found it advisable to have slots cut in their doors for letters. Many inquiries are being made of the postmen and others as to the proper place to purchase the metal casing for these slots. Hardware merchants who carry this line would do well to advertise the fact that they have them for sale, and could thus do quite an extensive business in the sale of this article.

Nine blocks of double track has been laid this year on Jasper avenue of the Edmonton Street Railway, a municipal undertaking. It is expected that the line will be completed next year after the financial stringency has passed.

SASKATOON, SASK.

Saskatoon, Oct. 26.—The hockey season is not far away now, and many western towns are getting ready for the great winter game. Those interested in the sport are getting together for the purpose of organizing teams, making plans, and putting matters on a working basis. It was held out some time ago that rink accommodation hindered the work in Saskatoon, but that difficulty has been overcome, and the city is now assured of at least one, if not of two, good rinks.

* * *

The Canadian Northern Railway have decided to run a branch line from Saskatoon into the Goose Lake District, and grading has begun in several places. The company have decided that the most suitable outlet from the city lies along Spadina Crescent, Saskatoon's best thoroughfare. This route was strongly objected to as it would considerably lower the value of property, but the City Council has drawn up an agreement stating the terms on which this right-of-way will be granted, which includes compensation to property holders. This line will tap one of the richest wheat growing districts in the West and will be rushed through with all possible speed.

* * *

Prairie fires have done considerable damage in this locality recently. On Gordon & Sparling's ranch, alone, about three thousand dollars worth was burned. The live stock was saved, but the stables, wagons, hay and buildings were destroyed.

* * *

The Saskatoon, Saskatchewan, Peace River & Dawson Railway will make application for power to construct, equip and operate a line of railway from Saskatoon to Dawson City in the Yukon Territory.

* * *

The Western Heating & Plumbing Company are installing baths, sinks and lavatories in the Western Hotel.

NEW CARTRIDGE SALESMAN.

Ernest H. Johonnot, formerly of Port Hope, has been appointed successor to F. L. Hallford, the traveling salesman for the Dominion Cartridge Co. in Ontario, Quebec, and the Maritime Provinces, a territory which Mr. Hallford covered for a number of years. Mr. Hallford has been advanced to the assistant management of the Hamilton Powder Co.'s Toronto office, and while he will devote the most of his time to the Ham-

ilton Powder Co.'s interests, he will attend also many of the shooting tournaments, and call on many of the larger consumers in the interests of the Dominion Cartridge Co.

E. H. Johonnot is 30 years of age and has received his business education almost entirely in the United States. He is a good shooter, though not what is known as a top-notcher. Therefore it will not be his endeavor to attend tournaments with a view of taking all the prizes in sight, but rather to assist tournament managers as much as possible. The first shoot at which he appeared was at Clinton, Ont., on Oct. 31.

Mr. Johonnot is a salesman of unusual ability, is a careful and conscientious worker, and is thoroughly capable in every sense of the word.

CUTLERY MANUFACTURER VISITING CANADA.

Mr. Walter Tyzack, managing director of Nixon & Winterbottom, Limited, manufacturers of table cutlery, Pyramid Works, Sheffield, England, is in Canada in the interest of his firm. The products of his factory have for some years been known in Canada, but Mr. Tyzack is making a personal visit to this country with a view to still further extending his trade here, and in pursuance of this is visiting the leading trade centres of all parts of the Dominion, calling on the jobbing trade. He has already visited the chief towns in Quebec and Ontario and is now on his way to the west.

"I have," he said to Hardware and Metal, "been very much pleased with my reception, having met with the greatest courtesy from every one in the trade upon whom I have called. I am going to the Pacific Coast, more with a view to seeing the country than anything else, although I shall call upon the jobbing houses in Winnipeg and Vancouver."

This is Mr. Tyzack's first visit to Canada and he says that his first impressions are very favorable, indeed. He thinks this country has a great future and he is determined that his firm shall share in the growing needs of the country.

CHANGE MAKES TRADE.

To keep doing something different, says the Hardware Trade, is the only way to keep yourselves, your clerks, and your store out of a rut, and the only way to keep the people interested in your store all the time.

Shelving that can be shifted and changed is necessary in the up-to-date store. Re-arrangement of the interior must be going on more or less all the time. New goods frequently demand changes in the shelving. Have the kind of shelving that you can change.

Good ventilation and good light and ease in shopping are as necessary in the store to-day as the clerks who wait upon the people. Women like to come to a well lighted and well ventilated store and they like to be able to rest while they are buying the goods.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

AGENCY WANTED

EXPERIENCED and reliable business man, Calgary, could represent good lines of hardware, plumbing and heating goods. Address Box 665, HARDWARE AND METAL, Toronto. [40]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

ONE hundred dozen rim locks for sale, 95c. per dozen; also two hundred dozen, rim and mortise knobs, black, white and mineral, 85c. per dozen. Full particulars, Box 661, HARDWARE AND METAL, Toronto.

FOR SALE—A number of shares in a prosperous limited company doing a wholesale and retail hardware business in Alberta, satisfactory reason for selling. Address P.O. Box 1561, Edmonton, Alberta. [44]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE Business and Tinshop for sale in Saskatchewan; population 1,500; stock carried, about $14,000; turnover, $45,000; practically all-cash business; cash required, $8,000; would rent building; do not answer without you have the money and mean business; it will pay to investigate this. Box 648, HARDWARE AND METAL, Toronto. (41)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—First class opening for tinsmithing, plumbing and heating. Box 202, Hespeler. [43]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED cutlery man, solid connection with best trade throughout Ontario, open for a change of position about 1st January. Box 651, HARDWARE AND METAL, Toronto. [43]

HARDWARE clerk, experienced and competent with knowledge of tinsmithing desires position at once. Apply A. Raven, Redvers, Sask. (45)

MECHANICAL ENGINEER (25) seeks responsible position; expert in construction of modern copper, zinc smelting works, machinery, furnaces, etc.; general engineering, gas, steam engines, suction and pressure gas plants; structural steel, etc.; reliable, energetic; good references. Box 27, HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [42]

HARDWARE—Young man with six years' experience, also practical tinsmith, open for position January 1st; strictly temperate, western experience, A1 references, capable of taking charge. Apply Box 8, HARDWARE AND METAL, Winnipeg. [43]

HARDWARE CLERK—32, married, sober, steady and reliable, capable of taking charge. Box 10, HARDWARE AND METAL, Winnipeg.

THE WANT AD.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Astronomical Observatory, Toronto, Ont.," will be received at this office until Thursday, November 21, 1907, inclusively, for the construction of an Astronomical Observatory at Toronto, Ont.

Plans and specifications can be seen and forms of tender obtained at this Department and at the office of Burke & Horwood, Architects, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By Order,

FRED. GELINAS,
Secretary.

Department of Public Works,
Ottawa, October 29, 1907.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department. 45

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Nov. 1. Room 511, Union Bank Bldg, Winnipeg, Man.

Business throughout the West is steadily improving and conditions are more normal than for several weeks past. Threshing has turned out much better than expected and grain is grading exceedingly well. In a few districts the crop was so bad farmers did not bother to take in the grain, but in other sections the yield was the largest in history. The general result is considered satisfactory, and grain is being marketed rapidly by the farmers. A better feeling exists among merchants in all parts of the West.

Rope—Sisal, 11c per lb., and pure manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 lbs., $3.22½; plain galvanized, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M" cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, 4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45¼c; copper, No. 10, 47c; copper, No. 12, 50½c; assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10K Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo tarred, 69c.

Ammunition, etc.—Cartridges, rim 50 p.c.; pistol sizes, 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24, Canadian, $23; 10 gauge smokeless, chilled, English, $28, Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' HOUSE PAINT

is our attainment— it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

Although we have suffered a severe scorching we are still able to handle

YOUR BUSINESS

The Winnipeg Paint and Glass Co.

WINNIPEG Limited CALGARY

Reduced Prices in Galvanized Hollow Ware

Our prices are lower than those charged by other manufacturers, but we guarantee the very best quality.

If you are in the market for Galvanized Hollow Ware, it will pay you to communicate with us. We can save you money.

Tanks and Granaries a specialty.

Winnipeg Galvanizing & Manufacturing Co., Winnipeg, Man.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 44c per lb.; plain, 39c.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11.00; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46.00; 4½, $54.00. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10½-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasoline, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg 70c, Calgary 77c, Lethbridge, 77c, Edmonton 78c; boiled oil, 3c per gallon advance on these prices.

WINDOWS REFLECT THE MAN.

Show me the store with tastefully dressed windows, always clean and brightly lighted, writes T. S. Fettinger, and I will show you a store that is aggressively managed, up-to-date, well stocked with seasonable goods, and run on a plan that is almost bound to make head.

Show me a store with slovenly windows, ill dressed, seldom changed, poorly lighted, and I will show you a store that is lazily managed, if managed at all, equipped with poor stocks, and pursuing methods that lead to failure and extinction.

Full appreciation of the value of the show window as a factor in the creation and promotion of trade has only been shown in later years; in fact, the show window has been brought to its present importance through the development of what we know as the department store.

A LITTLE LESSON IN ADVERSITY.

Samuel Colt, the inventor of the revolver that bears his name, was only ten years old when he was put to work in a factory in his native town. He managed to utilize his spare time to such good advantage that he secured through his own studies an education equal to any that the schools of the place could have given him.

When he was fourteen years old he determined to go to sea, and despite the opposition of his people, he shipped before the mast. While he was at sea he devoured all the books that he could find, especially those dealing with chemistry.

Returning from sea, Colt was between seventeen and eighteen years old when he began to give lectures on chemistry throughout the country. His experiments, conducted at these lectures, were so unique and so successful that he drew crowds to hear him and made enough money from the course to enable him to devote himself to his experiments with the firearm he later succeeded in perfecting.

He was only twenty-one years, an age when most boys are choosing their careers, when he completed his experiments and produced the revolver that brought him fame and fortune.

Colt himself was wont to attribute his success not to brilliancy of intellect, but to his capacity for hard work, learned in the years when he had to take care of himself or starve.

CUTTING PATTERNS IN THE TIN SHOP

Readers of Hardware and Metal are requested to make use of this department. Questions regarding patterns will be answered by experts. Discussion is also invited on any matter pertaining to the tin shop.

ROOF PIPE PATTERNS.

To describe the pattern of a pipe to fit two flat surfaces, as the roof of a building, let A, B, C, in Fig. 1, equal the pitch of the roof; and D, F, I, H, be the pipe. Draw the line B, G parallel to

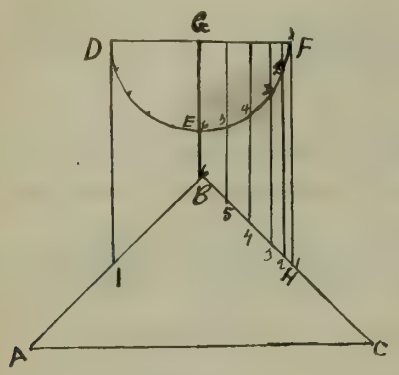


Fig. 1.

H, F, and the line D, F at right angles to H, F. Describe the semi-circle D, E, F. Divide one-half of the semi-circle into any number of equal parts. From these points draw lines parallel to F, H, as 2, 3, 4, etc.

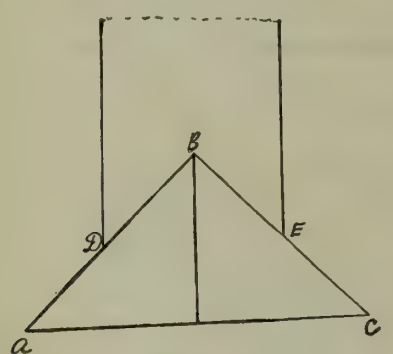


Fig. 3.

Set off the line A, B, C, in Fig. 2, equal in length to the circumference of the pipe D, F. Divide the line A, B, C into four equal parts, and erect the lines "A, D," "O, I," "B, F," "O, J." "C, E." Set off on each side of the lines "O, I," "O, J," the same number of equal distances as there are in the half of the semi-circle in Fig. 1.

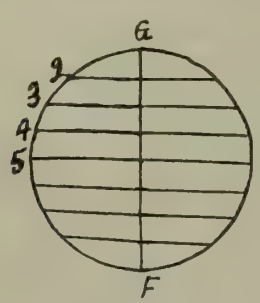


Fig. 4.

From the points draw lines paralled to B, F. Make A, D, B, F and C, E equal to H, F. Make the lines "O, I," "O, J" equal to B, G, and make the parallel lines bearing the same figures equal to each other, as 2=2, 3=3, etc. Then a line traced through the points will form the pattern. Edges to be allowed.

In cutting a hole in the roof of a building for the preceding pattern, it is necessary to cut it larger than the pipe requires, as a safeguard against fire in case the pipe gets over heated. Therefore, it is necessary to have something to prevent rain coming in. This is done by means of a flange; and below are directions for making one.

Let A, B, C, in Fig. 3, be the pitch of the roof. Make D, E equal to the diameter of the pipe. Describe the circle F, G, Fig. 4. Make F, G the same in diameter as the pipe. Set off on the line F, G, any number of equal parts, from the points draw lines at right angles to F, G, as 2, 3, 4, etc.

Set off the line H, I, in Fig. 5 equal in length to D, B, E, in Fig. 3. Set off on the line H, I the same number of equal parts as there are in the line F, G, in Fig. 4.

From the points draw lines at right angles to H, I. Set off on each side of H, I the same number of equal distances as there are on each side of the line F, G, in Fig. 4, as 1, 1, 2, 2, 3, 3,

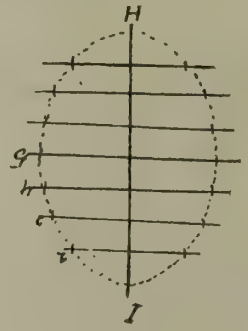


Fig. 5.

etc. A line traced through the points will form the piece to be cut out.

When there is an edge to be turned up it must be allowed inside of the line traced.

W. M. M.

THE CHIMNEY FLUE.

It is commonplace in the heating world that steam and hot water systems have superseded the hot air furnace in heating large buildings, such as factories, office buildings and public assembly halls. The larger quantity of furnaces marketed to-day are used in the smaller, low-priced residences, as a rule, and in small churches or buildings, where heat is desired at the lowest possible cost. According to A. L. Lynch, writing in a recent issue of Building Management, none of the disadvantages which occur in the circulation of hot air by means of a furnace need be considered, when steam or hot water is used. The hot water, or steam radiator, circulates the air in a room so thoroughly that all portions of it are heated to practically a uniform temperature. The greater the volume of heat given off from the radiator, the more rapid is the circulation of air in the room.

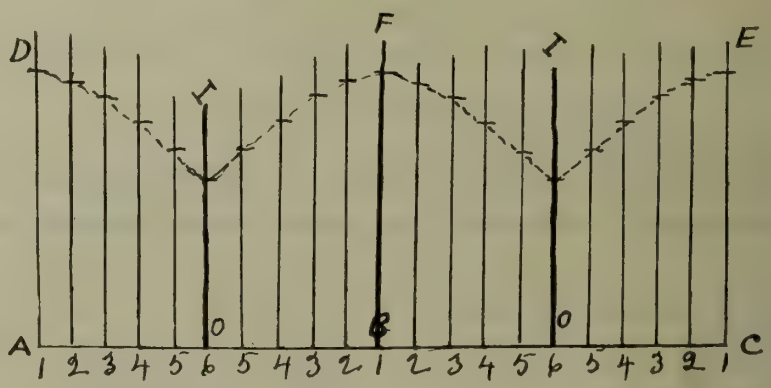


Fig. 2.

Weather conditions do not affect the efficiency of a steam or hot water heating apparatus. In certain buildings exposed to the force of the chilly winds of winter, there are rooms which it is impossible to heat with a furnace, however well it is installed. This objection can never be raised against the radiator, or hot water system. It is easily apparent, however, that in the estimation for and arrangement of the apparatus, exposure is taken into careful consideration.

When considering the use of steam or hot water as a heating system, the first important matter to consider by the architect or builder is the chimney flue. The location of the flue is not of primary consequence, but it is well to have it as near the centre of the building as possible, but that which is of greatest importance is the size of the flue and its character.

The draft in a chimney flue is spiral, probably due to the pressure of the at-

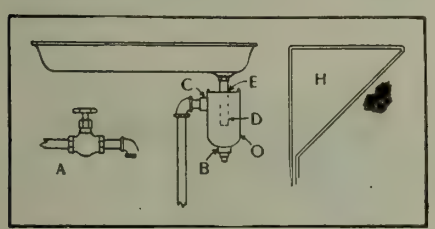
mosphere, and the friction caused by the draft in overcoming this pressure. Thus, a tile flue 12 inches in diameter, with an area approximately of 113 square inches, is just as effective as a 12 x 12-inch tile with an area of 144 square inches, and for this reason a chimney flue should be built round or square, or as nearly square as possible. The following table, prepared by Mr. Lynch, will be of interest to readers:

Sq. Ft. Radiation for Steam,	Size af Flue.	Sq. Ft. Radiation for Hot Water.
300 to 400	8x 8 inches	300 to 700
450 to 700	8x12 inches	800 to 1,200
700 to 1,200	12x12 inches	1,200 to 2,400
1,200 to 2,400	12x16 inches	2,400 to 3,600
2,400 to 3,500	16x16 inches	3,600 to 5,500
3 500 to 5,000	16x20 inches	5,500 to 8,000

Chimneys 16x16 inches, and larger, should be at least 50 feet high. No chimney flue for the use of a heating apparatus should be less than 8x8 inches, and a flue 8x12 inches would be safer.

HOME-MADE SINK TRAP.

J. Ellethorn, Toronto, writes in Popular Mechanics that the superintendent of a steam plant agreed to give the engineer a sink if he could find the necessary material to put it in place. For the faucets he used globe valves with a

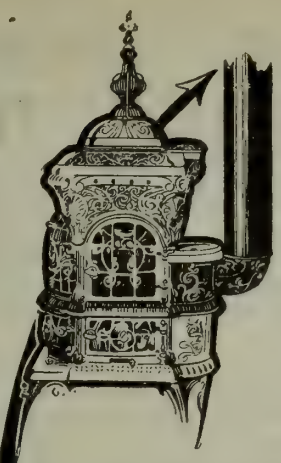


Sink Trap Made of Oil Can

nipple and elbow, as shown at A in sketch. The sink trap was constructed out of an old oil can, O, leaving out the spout. A coupling was soldered in the can where the spout screwed in and a plug turned in the coupling, B. Another coupling was soldered in the can at point C and a pipe connected from this to the sewer. The can takes an inverted position, and the pipe, D, leading from the sink runs down into the can as shown, and is soldered at point E. Two brackets were formed by bending ½ by ¾-in. band iron, which made the supports, H, for the sink.

BUSINESS CORRESPONDENCE.

Business correspondence is a matter of moment to the business man. It is safe to say that if he gave more attention himself, it would receive more attention from those to whom it is addressed. Good letter writing, someone has said, is quite as important as good bookkeeping. We all know how a business letter, not merely by its phraseology, but its whole get-up and ensemble, affects our feelings about the firm concerned. The letter inspires confidence or it fails to do so just by reason of its character and contents. "A good letter describing a bad product is better than a bad letter describing a good product," is the dictum of an authority on this subject.



It's a paying proposition to sell *Sherwin-Williams* Stove Pipe Enamel.

Your customers are looking for goods of high quality. If they are satisfied with the articles bought at your store they will give you all their business. A line of high quality goods gives them confidence in you.

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is the best finish for stoves and stove pipe. It gives a durable black lustre that will stand a high degree of heat without cracking or peeling off. It is best applied to metal while warm, when it will not smoke or produce disagreeable odors.

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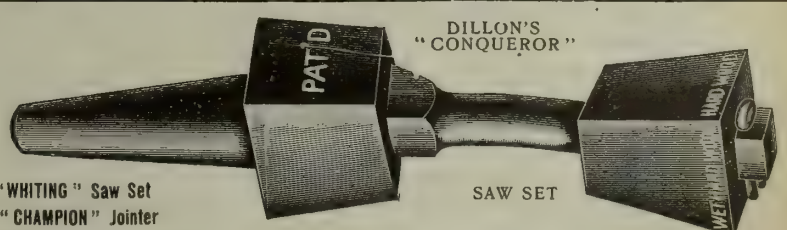

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

Mossy River, Man., will erect a bridge near Winnipegosis.

The Paris Plow Co., Paris, Ont., will erect a warehouse to cost $9,000.

Mathew & McNaughton, Calgary, will erect a machine shop to cost $6,000.

Rider & Kitchener's sawmill at Lindsay, Ont., was destroyed by fire recently.

The Winnipeg Power Committee have decided to erect a bridge to cost $40,000.

The Ridgetown, Ont., carriage works suffered loss by fire to the extent of $800.

Shurly & Dietrich, Galt, will erect a building and plant for the tempering of steel saws.

The Peterboro Lock Co., Peterboro, will erect an addition to present premises.

The main building of Kreutziger's planing mill, Waterloo, Ont., was destroyed by fire.

The Albert Biscuit Company, Calgary, are considering the erection of a factory in Edmonton.

The American-Abell Engine Company Toronto, will establish a warehouse in Calgary, Alta.

The Eagle Spinning Co., Hamilton, will erect an addition to its works at a cost of $50,000.

Rapid progress is being made with the plant of the Electric Smelting Company at Welland, Ont.

A large lumber mill will be erected at Prince Rupert, B.C., by G. Brown, of San Francisco.

The Edmonton Produce Co., Edmonton, Alta., will erect a cold storage plant to cost $50,000.

Ex-Ald. Armstrong, London, Ont., announces that he will erect a new brass works in East London.

The planing mills of R. Leeder & Sons, Toronto, were destroyed by fire, causing a loss of more than $20,000.

The Wabesso Cotton Company, Three Rivers, Que., is going on rapidly with the construction of its new plant.

The Southern Cross Mining & Smelting Co., Victoria, B.C., propose to have a smelter erected by next spring to cost $500,000.

The Hewitt Mining Company, Nelson, B.C., will erect an electro-cyanide plant in connection with the new mill they are building.

The steel plant of the Lake Superior Corporation at Sault Ste. Marie has closed down on account of the shortage of pig iron.

The Dunnville Consolidated Telephone Company has purchased the equipment of the Bell Telephone Company, in the county of Haldimand, Ont., and surrounding districts.

The contract for the installation of the waterworks system for the village of Notre Dame, Que., has been awarded to Madden & Son Quebec.

The Page-Hersey Pipe & Tube Company, Welland, have awarded the contract for a large mill to the Berlin Construction Company, Berlin, Ont.

The contract for the new transformer building for the Falls Power Company, at Welland, Ont., has been awarded to the Berlin Construction Company.

A seventy-five horse-power Hornsby-Stockport gas engine will be installed in the premises of the Queen City Printing Ink Company, Toronto, by the Colonial Engineering Co.

The British Columbia Power & Electric Company have received a grant for water rights on the Chekamanus River, B.C. The proposed plant will generate 20,000 horse-power, and will supply power to any point within a radius of 75 miles.

A factory for the manufacture of Mitchellite, the new explosive, will be erected near Victoria, B.C. This new invention has given highly satisfactory results during recent trials. Its high explosive power, combined with its safety and absence of poisonous gases, recommends it to builders and contractors.

Building Notes.

E. J. Evans, Toronto, will erect a hotel to cost $18,000.

The Canadian Birkbeck Investment & Savings Co., Toronto, will erect an office building to cost $120,000.

J. B. O'Brien, Toronto, will erect a residence to cost $30,000.

The new building for the Montreal Sailors' Institute will cost $60,000.

The I.O.O.F. lodge, of Hamilton, will improve their hall at a cost of $10,000.

A new Oddfellows' temple will be erected at Niagara Falls, Ont., to cost $25,000.

The West End Baptist Church, Halifax, N.S., was destroyed by fire, the loss being $10,000.

The contract for the new armory for Medicine Hat, Alta., has been awarded to A. Burns, of that city. The cost is $160,000.

The International Harvester Co., Hamilton, are contemplating the erection of a distributing warehouse at Port Arthur, Ont.

Municipal Undertakings.

The Dominion Government will spend $400,000 in improving Toronto harbor.

The Town Council of Carleton Place, Ont., is considering the presenting of a by-law to borrow $25,000, to establish waterworks.

The City Council of Port Arthur, Ont., will erect a large power plant at Silver Falls. The capacity at present will be 6,000 horse-power.

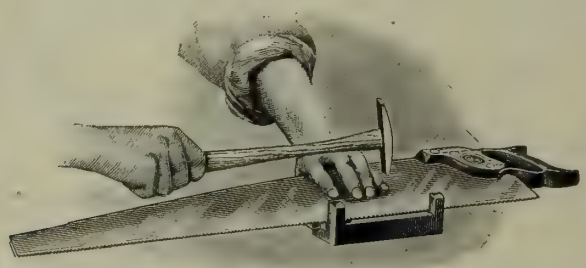


Fig. 2—How the set is used.

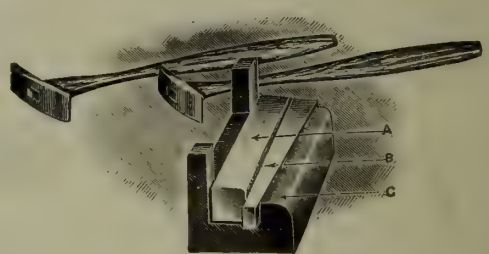


Fig. 1—The Aetna Saw Set.

Railroad Construction.

The C.P.R. will make Grand Forks, B.C., a divisional point, and will spend $100 000 in erecting roundhouses, shops and yards.

Work on the proposed railway from Port Simpson, B.C., to Fort Churchill, on the Hudson Bay, will be commenced next summer.

Mining.

Now that the Dominion Copper Co.'s smelter is out of commission for the time being, the B.C. Copper Co. is able to get additional supplies of coke from Coleman, Alberta, much improving the situation at that smelter.

Boundary Copper mines, in British Columbia, have shipped more than five and a half million tons of ore, running over a million for this year alone. This is equivalent to more than 100,000,000 pounds of refined copper.

When the unexpected happens a man's true nature begins to show on the surface.

A NEW SAW-SET.

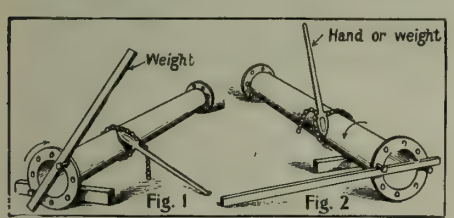
Spear & Jackson, Sheffield, England, are introducing the new saw-setting device, the "Aetna," shown in the accompanying illustrations, prices and particulars regarding which they will supply customers on request.

The setting of a saw is a delicate operation in these days of highly-tempered saws, requiring great care. A very large proportion of so-called faulty saws are in reality perfectly good saws spoiled by faulty setting, generally due to the use of "Spring" saw-sets. Long experience has shown that the only satisfactory way to set a saw is by means of a hammer, and all manufacturers employ this method for their best saws. For those who are not within reach of a practical saw sharpener, or who desire to repair their own saws, the small compact "Aetna" outfit described below, can, with a little practice, set a saw better and much more quickly than can be done with any spring set, and there is no fear of breaking the teeth of a saw of ordinary temper.

In the illustrations, "A" is a cast steel block, hardened and polished, the four edges of which are bevelled off at different angles, so as to give the correct amount of set. These bevels are numbered at the end of the block. "B" is a steel wedge, and "C" is a casting, forming a holder for the block and wedge, which may be screwed down to the bench by means of two ordinary wood screws. Fig. 2 shows the method of using this set.

SCREWING FLANGES ON PIPE.

It is unnecessary to tie the handle of the chain tongs to a post. The practical way to arrange the pipe and tongs would be to place the tongs as shown in Fig. 1, so that they will hold the pipe from turning, and then allow the handle of the tongs to rest on the floor, using the timber to turn the flange,



Use a Timber to Turn the Flanges

says a correspondent in the Metal Worker.

Another way would be to allow the end of the plank to rest on the floor, and the workmen could use the tongs to turn the pipe into the flange, the flange being held stationary by the timber, as in Fig. 2.

NOVEL ADVERTISING SCHEME.

A Philadelphia firm running a department store has introduced a new method designed to prevent errors on the part of sales clerks in taking down the name and address of customers. They have announced that they will furnish to any one desiring printed slips bearing the name and address of the person by whom they are intended to be used. These slips will be furnished free in little packets, which the bearer can easily carry in her purse.

Have YOU Talked "Metallic" Fronts ?

ATTRACTIVE AT A SMALL COST

PLAIN OR ELABORATE IN DESIGN

SUITABLE FOR ALL CLASSES OF BUILDINGS

We will design and quote on YOUR suggestions or specifications.

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What Class of Men Do You Want to Reach?

We presume you want the largest number of responses possible from the best class of people. This cannot result through using only local mediums.

Did you ever stop to thing how many hardwaremen read any one of our large city dailies? If you have a business for sale or wish to engage a clerk you will not be content to have your advertisement seen by men in any one locality.

Hardware and Metal is not a Montreal, Toronto or Winnipeg paper. It is an ALL CANADIAN NEWSPAPER, and reaches each week practically all the men engaged in the Hardware, Stove and Tinware and Plumbing trades, from the Atlantic to the Pacific.

Your message will be carried QUICKLY. Hardware and Metal is mailed Friday, and all subscribers in Ontario should receive their copy on Saturday. Travelers invariably count on reading the paper on Saturday.

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HARDWARE AND METAL

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ECONOMY OF ELECTRICALLY HEATED TOOLS

Electrically operated tools have long since arrived and become used universally. So have electrically self-heated tools—implements for branding and soldering in several mechanical and electrical branches. What do you know about them and their work?

The object of this article is to clarify the theory and practice in the use of electrically self-heated implements. The points are simple—so obvious they may not occur to the practical mind unless illuminated in plain print.

The uses of tools for the application of heat date back to ancient times, and besides serving the purposes of mythology, also garnish the nether regions. Vulcan, at his forge, started the first cycle of electrically heated tools in the industrial arts—so we are told.

Soldering was accomplished years ago by the use of irons heated in coal, wood or charcoal fires. Charcoal stoves were developed, which, even at the present day are used by many plumbers and other mechanics. Of late years, gas and gasoline furnaces have been greatly improved and thousands are used for heating soldering and branding tools.

Recently, iron soldering tools have been superseded by copper tools, since copper absorbs and conducts heat the more readily. Quite satisfactory results are now obtained by the much-used coppers heated by gas, gasoline, or charcoal furnaces.

But there are in these arrangements so many things left to be desired, that a need has been felt for greater improvements, keeping pace with the spirit and progress of the day. The furnace heated tool has been more or less a crude affair, and not at all in keeping with modern demands for facility, quickness and effectiveness, as well as in relationship to the globe-girdling electrical systems and appliances of the day. It is obviously poor judgment to employ any kind of furnace when electrical current is available at lower cost and accessible with greater facility. It usually happens that any medium of heat or power, surpassing others, is generally adopted while the older system, abandoned, becomes a greater expense if revived and used in place of the newer system, the latter being cheaper by reason of its very abundance and accessibility at all points. The solderer, or brander, usually will find electric current at his elbow. Therefore, why use a furnace?

Less Danger From Fire.

The advent of electricity into all fields of mechanical application, having raised our standards of economy and efficiency, has accentuated obvious and vital objections to the now slowly disappearing furnace method, explained in a foregoing paragraph. There is the serious item of fire risks incurred, vitiation of the atmosphere indoors and the extreme difficulty of keeping fires alive outdoors in the wind. It is almost impossible to maintain furnace-heated soldering coppers at exactly the right temperature, as is obvious to even the lay mind. Removed from the furnace, the tool cools quickly. This, in the first place, flusters the workman, and, in the second place, results in poor and slow work when the tool cools. There is the tendency to do more work quickly than can be done well. Likewise, it is difficult to avoid burning off the tin from the tip in case of a few minutes overheating in the flame, which is very likely to occur. All of these troubles have continued and combined to embarrass workmen. The necessity of operating these tools, interchanging them to keep the one in use at the right temperature, and the loss of time occasioned in making these changes, greatly reduces the working capacity of such an outfit—hence loss of economy and efficiency, which are the main requirements of the modern mechanic arts.

The present advantage and supremacy of directly applied electricity is a natural result, a "survival of the fittest," a law of mechanics as well as of philosophy.

The wasteful propensities of furnaces, and their erratic performances, have led inventive minds to use soldering tools in which the heat is produced by a gas flame developed within the tool. Herein, again has the course of true science run amuck. This arrangement requires the use of flexible gas tubing and the maintaining of air pressure at some expense, in addition to the cost of gas. Of course, the saving in gas in this improved heating arrangement more than makes up the difference. The cost of operation is reduced and the quality of the work and speed of the workman are advanced. This is a step in the evolution beyond the furnace stage.

But there are serious evils inherent in this system. One accidental, sometimes unavoidable, touch of the hot tip to the rubber tube will puncture it with disagreeable and dangerous results, in addition to the necessity of the immediate purchase of a new tube. Even without an accident, rubber tubes will leak and the gas burner connected to the tool will send out poisonous fumes. The amount of wasted heat which is thrown off annoys the workman and modifies any improvement in the quality of his work. The gas burner arrangement, while correcting old evils, has created new difficulties and progress in this way has more or less approached a dead standstill. As a matter of fact, the self-heated gas tool is expensive for small plants and its adoption is a matter of continuous hindrance.

How to negotiate with evils so as to secure their abolishment and to perfect a remedial system whereby no fresh faults are created, is the prime consideration of mechanical evolution and an integral force in the progression toward actually achieved economy and efficiency.

Advantages of Using Electricity.

And right here note this: The advent of the electrically self-heated tool has not only eliminated the evils of the furnace-heated and gas self-heated tools, but, just as important, it has brought into existence practically no new disadvantages. Due to the widely spread electrical systems of the day, the advantages of the electrically self-heated tool and the facility of its use are increased, as is also the scope of its utility. It is obvious that the proper application of electricity to any mechanical unit raises its economy and efficiency immeasurably above the former condition under older heating and power systems.

The electrically self-heated tool is a greater advance over the gas self-heated tool than was the gas self-heated tool an improvement over the furnace-heated tool.

There are now being placed upon the market practical electric soldering and branding tools, and appliances, and a marked degree of success is being had with these high temperature devices, for which there is a rapidly multiplying demand. The well-known electrically heated tools, manufactured by the Vulcan Electric Heating Company, Chicago, are now widely distributed, although they have been on the market only a few years.

Electric soldering and branding tools have a connection by a flexible cable to the nearest electric circuit; the troublesome torch is done away with and the convenience in handling can hardly be improved. For use in cramped positions, and especially in close quarters in hot weather the electric element is immeasurably superior to the old-fashioned devices, as is thoroughly obvious.

There is no danger of injury to the tool from overheating; the old blow-torch and soldering coppers had to be watched very closely.

A workman becomes the more expert as a result of the foregoing advantages. He gets used to certain dependable result of the foregoing constant regularity. He has no trouble from overheating, from the cooling off of the tool at a critical moment, from manipulating a fiery blow-torch in a dusty corner where the flame may start a destructive fire. He is always at his ease, the tool is always handy and in position and he can work (a) with more speed, and (b) with more effect. He can accomplish more than he could with the use of two coppers under the former system.

The ease with which electric heat is transmitted and controlled, the flexibility of connections, the uniform and continuous heat supply, the steady and reliable results, the actual saving in dollars, time and tissue, and the increased quantity of work which may be depended upon cannot fail to bring about the general adoption of electri-

"SANDERSON'S" TOOL STEEL

"ALWAYS RELIABLE"

MACHINERY STEEL

SMOOTH AND IRON FINISH

A. C. LESLIE & CO.
Limited
MONTREAL

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

We advertise our revolver on a national scale. It is never sold by mail where a dealer will handle it. And we guarantee the goods. Be sure of the owl on the grip and our name on the barrel.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

M.R.M. CO.

HORSE SHOES

A great deal of the success achieved by the "M.R.M." HORSE SHOES is due to the care taken in the selection of the material they are made from, and the manner of treating it.

All the Iron from which our Horse Shoes are made, is worked under a powerful steam hammer. It is generally conceded that this is the best way of ridding Iron of its impurities.

We are the only manufacturers in Canada making Horse Shoes from Hammered Iron.

"M.R.M." Shoes give universal satisfaction to the farriers using them, owing to the small amount of labor necessary in fitting them to the horses' feet.

MADE BY

The Montreal Rolling Mills Co.

cally self-heated tools in preference to all others. It is inevitable.

Lowers Cost of Manufacturing.

Illustrating these advantages, the writer knows of a manufacturer who puts out tin lanterns at a phenomenally low price. He uses electric soldering irons exclusively in his work, and has now, as a result of 1½ years experience, expressed his opinion that he has increased his output 5 per cent. per man without increase in the cost of soldering apparatus and energy, as compared with gas.

Better than that, he has reduced his percentage of "leakers" from 5 per cent., with the use of gas furnaces for heating his soldering coppers, to ½ per cent. with the use of electrically self-heated soldering tools. Upon being asked as to the occasion for the ½ per cent., he stated that, as a matter of fact, he now very seldom finds a leak in a soldered seam, but that most of his present leaks are due to "checks" or cracks, in the sheet tin, due to straining it in the forming dies. He is endeavoring to improve his forming operations and is confident that his leaking oil cans practically will be eliminated when he can prevent the cracking of the sheet tin.

Soldering Tools for Canners.

"The Chicago Capper," an invention of F. G. Dickerson, of the Chicago Solder Company, has supplied a want in machine soldering and branding. "The Capper" automatically solders the tops onto cans. Twelve soldering heads are equipped with special Vulcan electric soldering tools. This machine is for the use of canning factories, solders twelve cans simultaneously, and has a capacity of about six thousand cans per hour. It is estimated that this machine will be the means of greatly reducing insurance rates, which are a heavy burden to all canners, as a great deal of gasoline is used by many of them where gas is not available. Heretofore, machines used in canneries for soldering the caps on the cans, have been heated by gas. The "capper" is designed to use gas or electricity interchangeably, since some factories are so isolated that electric current is not available.

Electric heat being more easily controlled than gas or gasoline heat, the "steels," as the soldering tools are called, can be regulated accordingly.

Important Uses of Self-Heated Tools.

Electrically self-heated tools are used extensively, and are superior to all other appliances in all kinds of soldering operations, in can making, in metal working, in electrical manufacturing plants, etc. The Western Electric Company, Chicago, is using about eight hundred of these tools with satisfactory results and savings, realizing all the advantages heretofore described. Electrical repair shops have important uses for these tools; as also do glass leaders. In the manufacture of the fine art-glass shades, produced by the Suess Ornamental Glass Company, Chicago, these tools serve to increase the excellence of this delicate work. Other users, covering a variety of soldering work, are Robert Conklin & Company, Chicago, makers of tin lanterns; the Kinnear Pressed Radiator Company, makers of sheet metal steam radiators; the Lane & DeGroot Company, makers of sheet metal life boats, and manufacturers of roofing, cornices, window casings, refrigerators, etc.

Electrically self-heated branding tools are useful in branding tool handles, the American Fork & Hoe Company now using this method as well as construction companies who brand their implements. The branding of library books is accomplished excellently. The field extends likewise to the branding of furniture, leather goods, shipping boxes, casks, bottle corks, barrel bungs, branding bread to do away with objectionable stickers and in numbering and marking many pieces of apparatus manufactured in nearly all industries.

A special tool, known as the "felt burner," for printers, is the only satisfactory means of taking down the bolsters which form at the felt blankets on large cylinder printing presses.

As will be seen, the possibilities for special tools in almost all fields is nearly without limit.

Miscellaneous Uses of Self-Heated Tools.

Electrically self-heated tools have improved the work of leather and rubber shoe forming, in wood and leather embossing, in the melting of pots of solder and of wax. Wherever soldering of any nature is done, the electrically self-heated soldering tools are found to surpass, as in automobile factories, machine and tin shops, dairies, various manufacturing industries of the country, in roofing, in the construction of all classes of marine craft, in the making of ornamental metal work, ceilings, glass skylights, and other heavy glass constructions, in central stations, in electrical manufacturing concerns, in garages, in general repair shops, in the installation of many sanitary and plumbing, as well as heating devices, in the production of mechanical novelties and toys, in railroad shops, and so on, throughout the industrial world, to thousands of users too numerous to attempt to list, much less classify, the electrically self-heated tools are being marketed to a wonderful field and meeting with an extended and increasing demand.

It is beyond question that as a matter of progress, the next decade will show electrically heated utensils in large majority, excluding all others wherever electrical systems prevail. In the future, it is inevitable that those who spend large sums of money now on gas or gasoline equipments eventually will duplicate the expense in re-equipping with electrical outfits.

The scenery along the straight and narrow path is less attractive than that bordering on the broad road leading elsewhere.

Consolidated Plate Glass Company of Canada Limited

Glazing Glass of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

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MONTREAL
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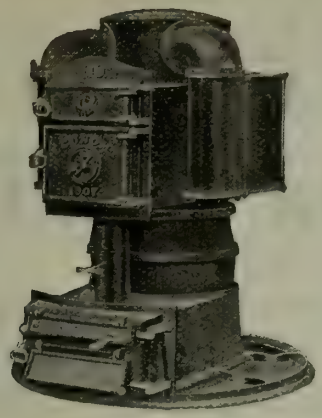

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This is the season when you require

PROMPT SERVICE

It has required very large additions to our manufacturing facilities to enable us to meet the constantly increasing demand for our

ECONOMY FURNACES and BOILERS

but we have made full provision for keeping pace with the needs of our customers and we are fully equipped to give you the best and quickest service.

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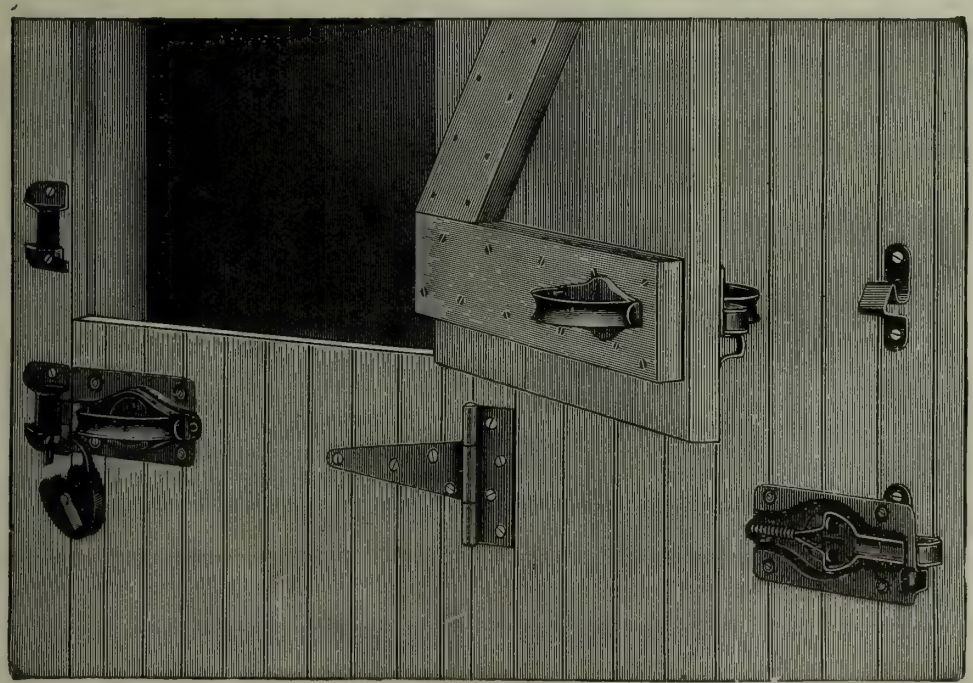
IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

STEEL BARN DOOR LATCH

It is convenient; it is strong: it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**

ALBANY, WISCONSIN, U.S.A.

A Paint Catechism

By G. B. Heckel.

10.—What is corroded white lead? It is a compound of metallic lead with carbonic acid gas, oxygen and the elements of water. It is usually described as a combination of hydrated lead oxide with lead carbonate, in the proportion of about two parts of the latter to one part of the former, though the variations from these proportions are extreme. Corroded white lead having the theoretically correct composition is very opaque and dense, and though not so white as oxide of zinc, is quite white. An excess of either chemical constituent impairs its good qualities and its color. It is prepared in this country by four processes, known as the "old Dutch" or "stack" process, the cylinder, or "quick" process, an American modification of the Dahl process, and a mild, acidless process.

11.—What is old Dutch Process White Lead? The process generally known by that name is an English modification of the original Dutch process. The process as used in this country is, in outline, as follows:

Metallic lead is melted and cast into perforated disks, called buckles, about six inches in diameter, which are put into pots containing about one pint of dilute acetic acid. These are placed in rooms holding several layers, or tiers, 600 to 1,000 pots each. The pots are covered with boards and layers of tan bark placed between each tier. The rooms, technically called "stacks," are kept closed from three to four months. During this period the heat and the carbonic acid gas generated by fermentation of the tan, together with the acid vapors, combine to corrode the lead more or less completely, into a white flaky substance.

This, after it is crushed, screened, floated, ground in water and dried, forms the white lead of commerce, and is either sold in the dry state to paint and color manufacturers, or ground in linseed oil and sold for general painting purposes.

White lead thus produced is a compound of lead hydroxide and lead carbonate, often retaining a residue of acetic acid and more or less water. It is exceedingly variable in composition, nearly every sample analyzed showing different proportions of the constituent components. Thus in four analyses reported by Prof. Hurst, the proportion of carbonate ranged from 63.35 per cent. to 72.15 per cent.; that of the hydroxide from 25.19 to 36.14, and that of the moisture, from 0.42 to nothing. Prof. Church gives the ideal proportion as 70 per cent. of the carbonate to 30 per cent. of the hydrate, but this exact proportion is very rarely attained in practice. Five different American brands of pure Old Dutch Process White Lead, analyzed a few years since by Mr. Convers, proved to be constituted as follows:

	I.	II.	III.	IV.	V.
Carbonate	85.32	79.37	78.58	77.98	69.96
Hydrate	14.83	19.80	20.11	20.60	30.19
Oxide			1.48	1.48	
Water	.03	.21			.07

The samples analyzed were dry leads and not the product in oil as sold to the consumer. The latter, especially when mixed without drying, as in the

THE VALUE

of a paint is in the quality of finish and wearing results it gives.

IMPERIAL BARN PAINT

looks so well, and wears so well, on either wood or iron, we could easily charge more for it, and still our agents and their customers would consider it excellent value.

THE CHEAPEST and best cheap paint offered to the trade. Wears on the job, not off.

See trade catalogue No. 10, page 30

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The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE

GILBERTSON'S COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

Telegraphic Address: "MADDERETTE," LONDON

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works: Hague Street, Bethnal Green, London, E. (England)

SPECIALTIES:

Blues, all shades and qualities
Greens, all shades and qualities
Chromes, all shades and qualities
Imitation Vermilion and Carmine Lakes

Also all colours made from

Aniline, Cochineal, Madder, Wood Extracts, Lithol, Paranitraniline, etc.

Representative: WM. O. GREENWAY, 13 St. John Street, Montreal

"The Wanted Paint"—

The paint which gives such thorough satisfaction that the customer wants the same kind again—is the paint for you to handle. That paint is

NEW ERA PAINT

It is the paint which spreads farthest and endures longest

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses:

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

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HEADQUARTERS

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Window Glass, Paints, Oils, Fine Varnishes

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

pulp process, will generally show a higher percentage of moisture, while acetic acid, tan bark, and uncorroded particles of lead, left by imperfect grinding and washing, are not rare. Church reports as high as eleven per cent. of lead acetate in flake white.

This, the ordinary white lead of commerce, is a heavy, opaque material, ranging in color from yellowish white (cream color) to greyish white; indeed, it seldom happens that two separate corrosions yield precisely the same shade or tone. White lead combines readily with linseed oil, works easily under the brush, and increases the drying properties of linseed oil.

(To be Continued.)

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 1.—General business conditions may be termed satisfactory, inasmuch as the financial situation has enjoyed a strict economy on the part of those who are placing orders. Advices from the country tend to show that the late Wall Street scare has been very much talked about, even in the country, and has done very much to induce the hardware trade and reading public generally, to recognize the necessity of not over-stocking.

Linseed Oil—This article should really be advanced at least 2 cents a gallon, but a lack of harmony as to the move amongst the crushers tends to keep the price firm at present figures, with no tendency to cut for round lots. We continue to quote: Raw, 1 to 4 barrels, 62c; 5 to 9, 61c; boiled, 1 to 4 barrels, 65c; 5 to 9, 64c.

Turpentine—A fair conservative demand is being experienced, and quotations are unaltered. Single barrels, 74c; wood distilled turpentine, pure, 68c.

Ground White Lead—Trade, if anything, has slightly improved in this staple. At the present condition of the dry lead market, grinders would like to see some higher figures, but this consummation has not been reached this season. We continue to quote: Government standard, $7.25; No. 1, $7; No. 2, $6.75; No. 3, $6.35.

Red Lead—The primary market continues strong, without particular changes to mention. Shipments are not excessive, and some heavy importations are noted to last during the winter months. We continue to quote: Genuine red lead, in casks, $6.25; in 100-lb. kegs, $6.50; in less quantities at $7.25 per 100 lbs. No. 1 red lead, casks, $6; kegs, $6.25, and smaller quantities, $7.

Dry White Zinc—There is no feature to note in this article, and orders are extremely light. Prices are steady: V.M. Red Seal, 7½c.; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—Firmness characterizes zinc oxide, and a fair percentage of deliveries are being shipped, chiefly to Ontario: Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Gum Shellac—Is quiet and some heavy holders have been willing to make slight concessions, but this has not induced much buying: Fine orange, 60c per lb.; medium orange, 55c; white (bleached) 65c per lb.

Shellac Varnish—A satisfactory turnover is reported without change in the price list: Pure white bleached shellac, $2.80; pure orange, $2.60; No. 1 orange, $2.40.

Putty—It is reported that some heavy boat orders have been booked, but as there is no change in price of whiting and linseed oil quotations may be said to be steady: Pure linseed oil, $1.85, in bulk; in barrels, $1; in 25-lb. irons, $1.90; in tins, $2; bladder putty, in barrels, $1.85.

TORONTO.

Toronto, Oct. 1.—This has been a poor week for business in the paint and oil markets, as is always the case when a holiday comes in the middle of the week and breaks it in two. Many travelers started out on their trips Monday and returned on Wednesday in order to spend Thanksgiving day at home the most of these will not return to the road again till next week, expressing the opinion that it would not be worth while to start out again for practically one day's business. Glass and putty are selling fast, but otherwise the market is quiet and little future business is being booked. Prices throughout the entire market are unchanged.

Linseed Oil—The linseed oil market has been rather inactive during the week, and jobbers report that there is little buying for future delivery. There has been no important change in the British oil market since last week. The price of seed, though fluctuating somewhat in Chicago, has undergone no material change since our last report. To sum up, the local linseed oil market may be said to be stationary at the following prices: Raw, 1 to 3 barrels, 64c,; 4 barrels and over, 63c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—The local demand has quieted down during the week and those orders which have arrived would seem to indicate that retailers are still buying from hand to mouth until the market loses some of its present uncertainty. One thing that is undermining the sale of turpentine in Canada is the greatly reduced price at which American grain alcohol can now be imported. Till quite recently alcohol was so dear that large quantities of turpentine were everywhere substituted for alcohol in the commercial and chemical industries, as well as in the arts; now, however, the duty is very low on grain alcohol entering Canada for use in science, art and commerce. As grain alcohol can now be purchased in the United States for 70c per wine gallon, it no longer pays to substitute and hence the consumption of turpentine has fallen off to a considerable extent. The southern turpentine

Paints of Quality

While "Anchor" brand Painting Specialties and "English" Liquid House Paints have been again awarded the Gold Medal for excellence, this time at the Nova Scotia Provincial Exhibition.

Better far are the unsolicited testimonials of those who have used these paints and found them practically worthy of such award.

BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

MONTREAL HALIFAX
ST. JOHN WINNIPEG

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

Glass Dealers — MONTREAL — 10 to 22 Inspector St.

A REALLY CLEAN WAY—THE BOWSER

Bulk oils can be handled in just as clean and convenient a manner a package goods.

This is not a theory but an actual fact, and the proof is this photograp[n] of a Bowser installation.

The oils are stored in leak and evaporation-proof tanks located in the basement.

They are drawn in accurate, predetermined quantities (just the amoun of the sale) and pumped directly into the customer's can.

No measures, no funnels, no overflow, no drip, no dirt, no odor.

That's the result of Bowser Self-measuring Oil Outfits.

For more information and prices send for catalog V.

S. F. BOWSER & CO., LIMITED
66-68 Fraser Ave., Toronto, Ont.

329 for the Price of 1

Last month three hundred and twenty-nine magazines and periodicals reached the Editorial Department of the BUSY MAN'S MAGAZINE. Each of these was carefully ransacked by a competent editorial staff, and the most **interesting, live, up-to-date** articles selected and reproduced in the

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Think of the value of this single number of the BUSY MAN'S to you—containing as it does the cream of the world's periodical press.

You will not have to turn over a dozen pages to get one that interests you. Every article is interesting, selected as it was from a leading magazine because it was the best in that publication.

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Write us to-day. A post card will do.

THE BUSY MAN'S MAGAZINE
TORONTO

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements. WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

market is still weak and the advance predicted by producers has not materialized. The following prices are still adhered to by local jobbers, though it is still evident that considerable price-cutting is going on : Single barrels, 76c; two barrels and upwards, 75c ; f.o.b. point of shipment, net 30 days ; less than barrels, 5c advance. Terms, 2 per cent., 30 days.

White Lead—A few good orders have arrived during the week, but retailers still hesitate to place orders for future delivery. White lead is quoted locally as follows : Genuine pure white lead, $7.40; and No. 1, $7.15.

Red Lead—The local demand is all that can be expected for the end of October. Prices are firm, responding to the firmness of English pig lead. We quote : Genuine, in casks of 500 lbs., $6.25 ; ditto, in kegs, of 100 lbs., $6.75; No. 1, casks of 500 lbs., ,$6 ; ditto, in kegs of 100 lbs., $6.50.

Shellac—The usual strong demand exists, shellac being one of the commodities which is now in good industrial demand at all times of the year. Prices are firm, as follows : Pure orange, in barrels, $2.70 ; white, $2.82½ per barrel; No. 1, (orange) $2.50.

Glass and Putty—Large orders continue to arrive and all through the month just closing these commodities have been in splendid demand. Supplies are adequate and prices are firm and unchanged on both.

Petroleum—The autumn rush continues unabated and jobbers are kept busy filling the requirements of the trade. Prices are firm, as under : Prime white, 14c ; water white, 15½c ; Pratt's astral, 18½c.

For additional prices see current market quotations at the back of the paper.

S.W.P. PROMOTIONS.

In order that C. C. Ballantyne, manager of Canadian district, may have more time to properly attend to the executive interests of the growing Canadian business of the Sherwin-Williams Company, several changes have been made to facilitate the management of the Canadian business.

In January, 1900, E. C. Budge entered the employ of the company in the capacity of billing clerk. He was promoted in 1901 and 1903. In 1904 he represented a special territory in and around Montreal, and in 1905 was appointed assistant to the manager. He has now been appointed sales manager for Montreal division. This promotion is the result of conscientious application and an early determination to master the paint-selling proposition. All representatives in Ontario, Quebec and the Maritime Provinces and British Columbia will report to Mr. Budge in future.

W. S. Fallis has been appointed sales manager of the Winnipeg house and the Manitoba and Northwest Territories, (except British Columbia), representatives will report to him at Winnipeg. Mr. Fallis entered the S.-W. P. employ in 1899, representing the company in eastern Ontario. He was very successful from the start, and when Mr. Donnison was appointed foreign representative, Mr. Fallis was given charge of his territory—the Maritime Provinces. In 1904 his sales were the largest in the trade sales throughout the company's large staff of salesmen, and this year he will establish another record. In 1904 he was sent to England and represented the company there, with very great success. He returned to Canada and resumed his old territory and was top-notcher last year. Mr. Fallis is not only an exceptional salesman, but a good solid business man in every way, and a thorough believer in our products.

PAINT SALESMEN CONVENE.

C. C. Ballantyne, Canadian manager of the Sherwin-Williams Co., Montreal, passed through Toronto last week on his way to Chicago, to attend a meeting of the managers of the different departments of the Sherwin-Williams Co.'s business. This week the annual big gathering of all the traveling representatives and managers of the company from the many districts in North America assembled in Chicago, and laid plans for a more active selling campaign for next season than has ever been instituted before. Next week the traveling salesmen representing the company in the various provinces throughout Canada meet in Montreal, and in addition to an inspection of the large Montreal plant, many special features are being arranged for the entertainment of the visitors.

WALL PAPER REPUTATION.

Aim to make your store the correct place for people to buy their wall paper. Once you have established a reputation for this, it is not so difficult to keep it up. Take any city you like and you will find there three or four stores of outstanding importance in their particular lines. These are the correct places to patronize if you want to be in the style. Prices are undoubtedly high, but the public is willing to pay high prices just to be considered correct. In the wall paper business this reputation means a great deal to the ultimate success of a merchant. To secure it three or four things are essential.

A good selection of goods is very necessary. You must have fashionable lines to show your customers. They must be brought to understand that what you are showing them is the right thing in Montreal or Toronto or New York. Then they will trust your judgment and will refer their acquaintances to you.

A clean, bright show room, with the latest facilities for displaying goods and with comfortable chairs for your patrons, is needful, if you would have the good word of your customers. Politeness and courtesy in your treatment of these customers must be added to make a strong combination.

PAINT TRAVELER ILL.

H. V. Lawlor, paint specialist for the Marshall, Wells Co., Winnipeg, is seriously ill in St. Boniface hospital. Mr. Lawlor returned to Winnipeg two weeks ago from an extended trip through the west and shortly after his return had to go to the hospital, the trouble being a serious abscess in his side. No knight of the grip traveling in western Canada is more popular or has a wider acquaintance among the trade, and the hardware and paint fraternity in the west will anxiously wait for news of his recovery.

THE CANADA PAINT COMPANY, LIMITED

Makers of Coach Colors and Varnishes

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

TRY OUR

"Phasantite"

An ideal water Paint for walls and ceilings. In White and twenty eight different colors.

We supply it in 5 lb. Cardboard boxes and Kegs of 125 lbs.

This article is unequalled for both inside and outside work. A 5 lb. box will cover 450 square ft.

A trial will prove to you it is the finest article on the market for the purpose.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

LUCAS

PHILADELPHIA NEW YORK CHICAGO

BOSTON SAN FRANCISCO

The Top Notch of Excellence

is attained in

MARTIN-SENOUR HOUSE PAINT

it is **100% Pure** and is made only of pure carbonate of lead, oxide of zinc and linseed oil

ACCURATELY PROPORTIONED

by expert paint makers, and ground and reground, and thoroughly mixed by the most modern machinery, producing the best mixed house paint, and the most secure foundation for a successful paint trade in any locality.

We have a splendid line of advertising matter for store and mailing purposes—**advertising matter that helps to move the goods from your shelves**—it's trade-getting.

You will find a **Martin-Senour Paint Exclusive Agency a money-maker.** Write now for full particulars. We will cheerfully comply.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

Paint Makers, Montreal and Chicago

The Winnipeg Paint and Glass Co., Ltd., Winnipeg

The Maritime Paint and Varnish Co., Ltd., Halifax, N.S.

WE Claim to give **all round** satisfaction to you and **your** customers.
BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET. ASK FOR THE BRAND.

Our Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 1, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ...per lb.	0 13½
Hallett's	0 13

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates, 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	16 00	17 50
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz		25 00
Plain, 16 oz., 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

No 10 gauge	2 70	2 70
12 gauge	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16.-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26	4 45	4 30	4 40	4 30
28	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 guage, American	3 85
26 " "	4 10
28 " "	4 55
10¾ oz.	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	23 50
Middlesboro, No. 3 pig iron	20 50	22 00
Summerlee, " ..	25 50	25 50
" soft " ..	24 00	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1	....	25 50
Midland, Londonderry and Hamilton	....	24 00
Radnor, charcoal iron	30 00	32 00
Lowmoor iron		6 50
Angles		2 65
Common bar, per 100 lb.	2 15	2 30
Forged iron "	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in. ...	....	2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel		2 30
Reeled machinery steel		3 00
Tire steel	2 35	2 50
Sheet cast steel	...	0 12
Mining cast steel	....	0 08
Warranted cast steel	....	0 14
Annealed cast steel	....	0 15
High speed	0 60	0 65
B.P.L. tool steel	10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $37 00 $38 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin	....	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. } 7 50
" 14x60, "
" 14x65, "

Tinned Sheets.

72x30 up to 24 gauge	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.	5 35	5 50
Bar, "	5 75	6 00
Sheets, 2½ lb. sq. ft., by roll ..	6 75	6 50
Sheets, 3 to 6 lb. "	6 50	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 50	7 75
Part casks	7 75	8 00

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic	6 50	6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 12
Light copper bottoms	0 11	0 11½
Heavy red brass	0 11	0 11
" yellow brass	0 08	0 09
Light brass	0 06	0 06
Tea lead	0 03½	0 03¾
Heavy lead	0 03½	0 04
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	10 50
" 2 " "	6 00	5 50
Machinery cast scrap ...	17 00	16 00
Stove plate	12 00	11 50
Malleable and steel	9 00	10 00
Old rubbers	0 10	0 10
Country mixed rags, 100 lbs.	1 00	1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " "	1 90
No 7 Fuller's "	2 25
No. 4½, " "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¼c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 35	3 20
⅜ "	2 35	3 20
½ "	2 90	3 75
¾ "	3 90	5 00
1 "	5 60	7 25
1¼ "	7 65 to 9 25	9 90 to 10 80
1½ "	9 20	11 90
2 "	12 25	15 80
2½ "	20 10	26 00
3 "	26 75	34 00
3½ "	34 25	42 75
4 "	39 00	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50	5 00

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ... per lb.	0 45½	0 48
2-lb. or over "	0 42½	0 46

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08
Lump olive	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 15
Golden ochre "	0 10
French " "	0 08
Marine black "	0 04½
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15

CLAUSS BRAND BARBER'S SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.

FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks		0 08
" " 100-lb. kegs		0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 55
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 80
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" " Thistle, "		1 10
Martin-Senour 100 p.c. pure		1 55
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 20
Robertson's pure paints		1 20

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 65
Fine orange	2 60
Medium orange	2 55

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 75	0 76
Linseed Oil, " raw	0 61	0 63
" " boiled	0 64	0 66

WHITE LEAD GROUND IN OIL. Per 100 lbs

Canadian pure	7 15
No. 1 Canadian	6 80
Munro's Select Flake White	7 65
Elephant and Decorators' Pure	7 65
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 40
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt.	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $3 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 30 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 2
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 25

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in.	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net		7 25
" " 5-in., "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Cheet hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.		0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 13
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill...................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae........	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's..........	"	3 00	15 00
Tinners', solid..........	per set	....	0 72
" hollow......	per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century. $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium. $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel........	each	0 80	8 00
Berg's, each..................		0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail................	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	....	9 00
" " ½ " .... "	....	....	10 00
" " ⅝ " .... "	....	....	12 00
Leather, 1-inch ......per doz.	....	....	4 00
Leather, 1¼ " ...... "	....	....	5 20
Web................. "	....	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'............... 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over.......... 0 09¾
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13¾
Berg's, per lb....... .... 0 12½
Brook's........................ .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise...................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts....................	55 and 5
Bolt Ends......................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.
"C" brand, 57½ per cent. off list.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5 50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	4 00	3 55
3d	3 15	3 25
4 and 5d......................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d....................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS. per doz.
Elliot's ... 4 00 18 00
Boker's ... 7 50 11 00
" King Cutter ... 13 50 18 50
Wade & Butcher's ... 3 60 10 00
Lewis Bros.' "Klean Kutter' 8 50 10 50
Henckel's ... 7 50 20 00
Berg's ... 7 50 20 00
Clauss Razors and Strops, 50 and 10 per cent

KNIVES.
Farriers-Stacey Bros., doz ... 3 50

PLATED GOODS
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.
Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's ... 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net ... 5 75

BIRD CAGES.
Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Can openers, per doz ... 0 40 0 75
Mincing knives per doz ... 0 50 0 80
Duplex mouse traps, per doz ... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz ... 2 25
Universal meat chopper No. 1 ... 1 15
Enterprise chopper, each ... 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 ... 1 35 4 10
" " 100 to 103 ... 1 35 2 00
Kitchen hooks, bright ... 0 60

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.
Porcelain lined ... per doz. 2 20 5 60
Galvanized ... " 1 87 3 85
King, wood ... " 2 75 2 90
King, glass ... " 4 00 4 50
All glass ... " 0 50 0 90

METAL POLISH.
Tandem metal polish paste ... 6 00

PICTURE NAILS.
Porcelain head ... per gross 1 35 1 50
Brass head ... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished ... per set 0 90
" No. 50, nickle-plated, " 0 95
" handles, japaned, per gross 9 25
" " nickled, " 9 75
Common, plain ... 4 25
" plated ... 5 50
Asbestos, per set ... 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.
10-inch ... per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.
No. 2 or 4 Plain Cold Blast ... per doz. 6 50
Lift Tubular and Hinge Plain, " 4 75
No. 0, safety ... " 4 00
Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary s Model galvanized oil can, with pump, 5 gallon, per dozen ... 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).
Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.
Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.
Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.
Bronzed iron with hooks ... per 1,000
Eureka tinned steel, hooks 8 00

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 64 7 91
7 inch ... " " ... 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common ... per doz. 1 32
7-inch ... " 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Per doz ... 3 00 15
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging o, papering, 10c

FENCE STAPLES.
Bright ... 2 80 Galvanized ... 32

HAY WIRE IN COILS.
No 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.
Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos 6 to 9. $2.35 f.o.b. Cleveland in car lots List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.
Galvanized barb ... 3 00
Galvanized, plain twist ... 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.
Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.
Star pails, per doz ... $ 3 00
0 Tubs, " ... 14 00
1 " " ... 12 00
2 " " ... 10 00
3 " " ... 8 50

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.
"Best" mops ... 1 25
"900" mops ... 1 25
Folding ironing boards ... 12 00 16 50

REFRIGERATORS
Discount, 40 per cent.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style ... per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ... per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz ... 9 55

WASHING MACHINES.
Round, re-acting per doz. ... 60 00
Square " " ... 63 00
Eclipse, per doz ... 54 00
Dowswell " ... 39 00
New Century, per doz ... 75 00
Daisy ... 54 00
Stephenson ... 74 00

WRINGERS.
Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. 35 00
Eze 10 in., per doz ... 36 75

MISCELLANEOUS

AXLE GREASE.
Ordinary, per gross ... 6 00 7 00
Best quality ... 10 00 12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.
Small and medium, ball ... per M 2 25
Small heel ... " 4 50

CARPET STRETCHERS.
American ... per doz. 1 00 1 50
Bullard's ... " ... 6 50

CASTORS.
Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.
½ pint in tins ... per gross ... 7 80
" " ... " ... 9 60

PULLEYS.
Hothouse ... per doz. 0 55 1 00
Axle ... " 0 22 0 33
Screw ... " 0 22 1 00
Awning ... " 0 35 2 50

PUMPS.
Canadian cistern ... 1 40 3 00
Canadian pitcher spout ... 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal ... 0 10½
Pure Manilla ... 0 15
"British" Manilla ... 0 12
Cotton, 3-16 inch and larger ... 0 21 0 23
" 5-32 inch ... 0 25 0 27
" ⅛ inch ... 0 25 0 28
Russia Deep Sea ... 0 16
Jute ... 0 09
Lath Yarn, single ... 0 10
" double ... 0 10½
Sisal bed cord, 48 feet ... per doz. 0 65
" " 60 feet ... " 0 80
" " 72 feet ... " 0 95

Twine.
Bag, Russian twine, per lb. ... 0 27
Wrapping, cotton, 3-ply ... 0 25
" " 4-ply ... 0 29
Mattress twine per lb. ... 0 33 0 45
Staging " " ... 0 27 0 35

BINDER TWINE.
500 feet, sisal ... 0 09½
500 " standard ... 0 09½
550 " " manilla ... 0 10½
600 " " " ... 0 12½
650 " " " ... 0 13½
Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.
Washita ... per lb. 0 25 0
Hindostan ... " 0 06 0 10
" slip ... " 0 18 0 20
" Axe ... " ... 0 10
Deer Creek ... " ... 0 10
Deerlick ... " ... 0 25
" Axe ... " ... 0 15
Lily white ... " ... 0 42
Arkansas ... " ... 1 50
Water-of-Ayr ... " ... 0 10
Scythe ... per gross 3 50 5 00
Grind, 40 to 200 lb., per ton ... 20 00 22 00
" under 40 lb., " ... 24 00
" 200 lb. and over ... 28 00

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Carriage Mountings Co., Ltd., Toronto.

Awnings.
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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd , Toronto.
Forsyth Mfg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
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Brushes.
United Factories, Toronto.

Cans.
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Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
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Stanley Rule & Level Co., New Britain.
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Carriage Mountings Co., Ltd., Toronto.
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Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

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Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

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Dowswell Mfg. Co., Hamilton.

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American Shearer Mfg. Co., Nashua, N.H.
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Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

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Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
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Buffalo Mfg. Co., Buffalo, N.Y.
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Dorken Bros. & Co., Montreal.
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Hutton, Wm., & Sons, Ltd., London, Eng.
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Phillips, Geo., & Co., Montreal.
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Enameled Ware
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Glass Ornamental
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Harvest Tools.
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Hockey Sticks
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Hoop Iron.
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Horseshoes and Nails.
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Cluff, R. J., & Co . Toronto.
Pease Foundry Co. Toronto.
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Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

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Erie Specialty Co., Erie, Pa.
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Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Iron Pipe.
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Iron Pumps.
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Ladders.
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Lithographing.
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Locks, Knobs, Escutcheons, etc.
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National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

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Manufacturers' Agents.
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Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt.
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Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

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GREAT WESTERN
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¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

THE SUMMER COTTAGE

will soon need something to supersede the old-fashioned way of drawing water.

OUR GILT EDGE PUMPS

are built for the purpose and a few words will convince you that they would be a good thing to have in stock. The real article will sell itself. We have others, of course, and all through it is quality first.

McDOUGALL PUMPS ARE STANDARD

THE

R. McDougall Co., Ltd.

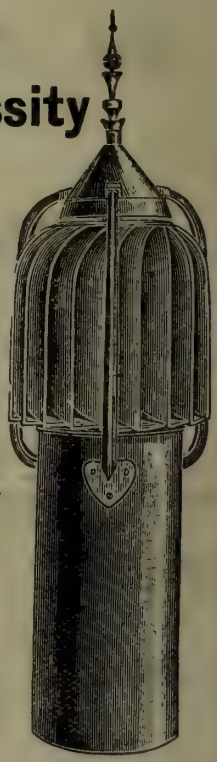
GALT, CANADA

It Saves Lives

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern building can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,
Wellsville Polish Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

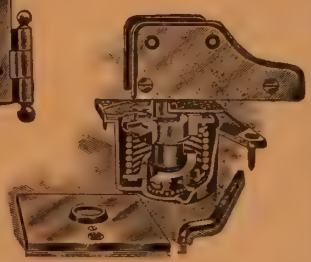
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

Every Dealer Should Sell Walker Corkscrews

Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1866. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

SPELTER

SHEET ZINC

"HOMCO" BRAND CASTOR OIL

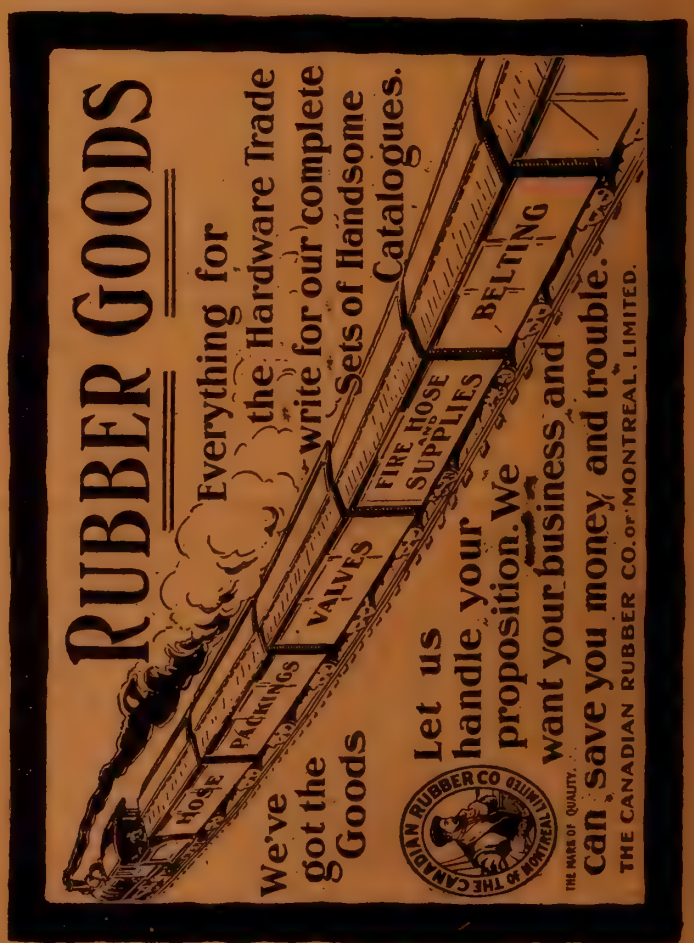
We can quote you low prices ex lots arriving via late fall steamers via the St. Lawrence.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL



CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 9, 1907 NO. 45.

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

Forty Years of Steady Success for "Queen's Head"

Not yet equalled in Quality.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL Managers, Canadian Branch.

In Your Heating Tender Specify

"Sovereign" Radiators

The contractor who specifies the "Sovereign" Radiators is sure of both profit and reputation. We never ship a defective article. Every "Sovereign" is sound and well-tested, has a larger connection with the feed pipe, and a greater heating surface to the loop, than any other radiator made. This means a satisfactory performance of the contract terms with its consequent result of good feeling.

TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, ONT.

TORONTO—1088 King Street West.
ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St.

MONTREAL—122 Craig Street West.
QUEBEC, QUE.—The Mechanics Supply Company

WINNIPEG—The Vulcan Iron Works, Limited.
VANCOUVER, B.C.—Boyd, Burns & Company

Read "Want Ads." on Page 49

CUTLERY

Pen Knives and Scissors

Cases of Carvers

Razors and Pocket Knives

5-Piece Case Carvers

The new lines of Cutlery Samples shown by our travellers this season are far superior to anything heretofore on the market, and it will be interesting to you, as well as profitable to examine them.

Pocket Knives

3-Piece Case Carvers

Pocket Knives

RICE LEWIS & SON

LIMITED

TORONTO.

Non-Rusting Steel Knives

are exclusive features of the

"GENERAL" and the "SHIRREFF" FOOD CHOPPERS

Each size of these popular choppers is provided with nickeled steel knives, which will not rust. They are self-sharpening, and cut the food instead of crushing it. Easy to take apart, clean and compact. Every dealer should know about these choppers.

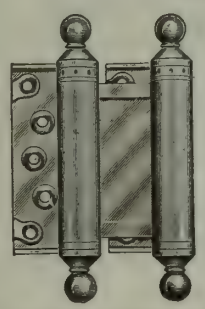
Shirreff Mfg. Co., Ltd.
Brockville, - Ont.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

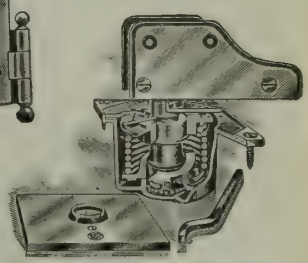
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

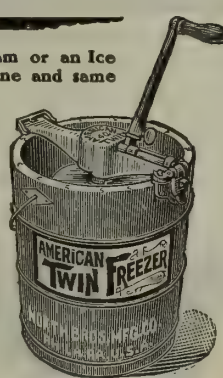
Chicago Spring Butt Company

CHICAGO NEW YORK
CATALOGUES ON REQUEST

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS

ICE CREAM FREEZERS THAT SELL

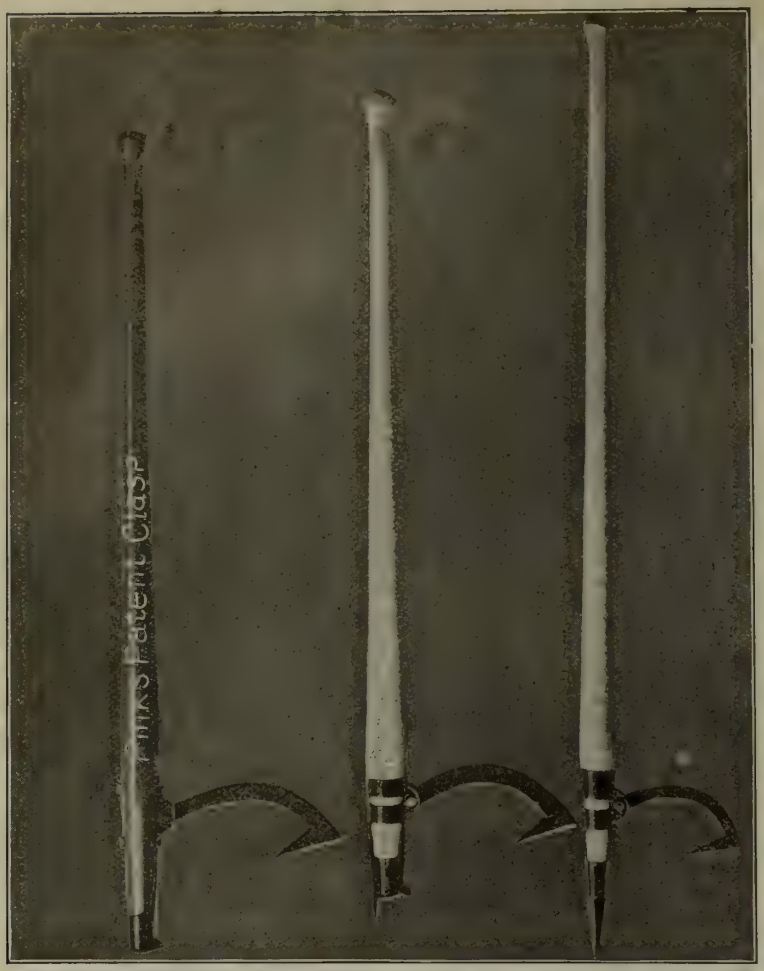
Send for Catalog.

THEY ARE
- Well Advertised
- In Demand
- Easily Sold
- Satisfactory in Use
- Of Known Reputation

THEY EXCEL IN
- Easy Running
- Quick Freezing
- Economy
- Convenience
- Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

COPPER

M. & L. Samuel, Benjamin & Co.

TORONTO

This Handsome Residence

IS ROOFED WITH

COVERTITE ROOFING

This substantial home was roofed with Covertite two years ago. The roofing is of about the same slate color as in the picture presenting an attractive appearance.

It can be painted various colors if desired at any time.

It would be out of reason to consider covering a handsome building like this with two or three-ply common tarred roofing—the always black kind.

Covertite is suitable on all classes of buildings, and costs no more than the cheap tar products.

Covertite represents the highest state of perfection in prepared roofings. It comes to you already coated and ready to lay without further painting. In the core of each roll are packed the necessary caps, nails and cement for the laps, so in making sales you have no nails to be weighed or coating to be measured out, which is a troublesome and dirty job, dreaded by all dealers.

Covertite is of slate-colored appearance and makes a durable and sightly roof on any building. **It is good enough for the best and cheap enough for the cheapest.**

You are paying exhorbitant prices for ordinary two-ply and three-ply tarred roofing. This is the troublesome, dirty kind of roofing that is such a nuisance in the store; that has to be coated every other year to keep it from rotting, and is always unsightly and unsatisfactory. Compared with Covertite the prices are about twice as much as the roofings are worth.

There is no combination controlling the price of Covertite Roofing. We import it from a country where there is real competition, creating right prices, and we are distributing the roofing to our trade at only reasonable profits.

We will furnish Covertite to any dealer at just as low prices as he can get on the inferior cheap two and three-ply tarred roofings. You, in turn, can furnish same to your trade at as low prices as your competitors are asking for these inferior roofings and the result will be increased sales and profits.

You had better be the first from your territory for samples and complete information. **Write at once.**

LEWIS BROS., LIMITED

EXCLUSIVE CANADIAN DISTRIBUTORS

OTTAWA
TORONTO

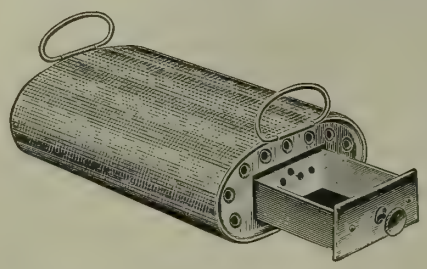
Montreal
WINNIPEG

VANCOUVER
CALGARY

READ THIS ADVERTISEMENT OVER AGAIN

Clark's Heaters—Warm Feet—Warm All Over

When the Mercury is Low

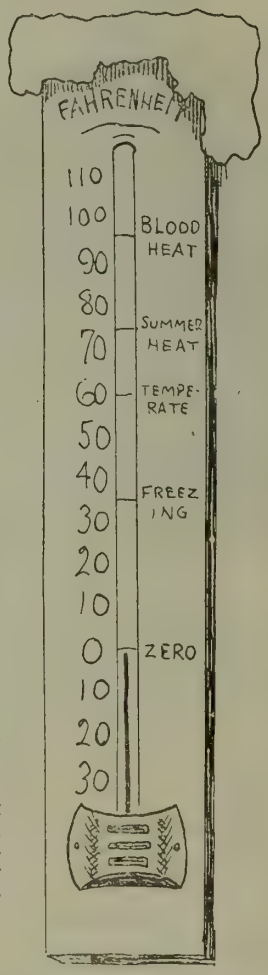


No. 5B CLARK HEATER

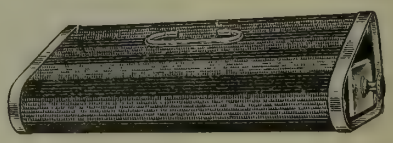
No. 5B Heater is light and handy yet very enduring and sightly. Is 12 inches long and weighs 4 lbs. Heats quickly, though with a mild and comfortable temperature. Covered with fine Brussels carpet.

Directions for Using

Place a piece of Clark Coal in a brisk fire until it has become red throughout. Then take it out and leave it for a few seconds until the little flame which appears, has died away. Afterwards place it in the sheet metal box or drawer and insert same in the heater. Coal can be extinguished with water and used again until entirely consumed; or, in our adjustable draft heaters, by simply closing off the drafts. It can then be re-lighted and used until entirely consumed. One third of a cake is sufficient for an ordinary drive.



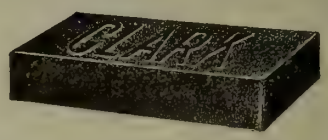
Clark's Heaters Make Driving a Pleasure



No. 7D CLARK HEATER

No. 7D, a well known and popular style, having flat, slanting top and both side and end ventilators with which it can be made to throw out as much or as little heat as may be desired. Is 14 inches long and weighs 9 lbs. Has cold drawn steel ends, heavily nickel plated, and is covered with superior Brussels carpet.

CLARK COAL



Clark Coal is put up in cakes 7-½x2-½x2-¼ inches. Each cake will burn from 12 to 15 hours. Packed 1 dozen cakes in a box.

The more you look into the merits of our ***Clark Heaters*** the more you will like them. With prepared ***Clark Coal,*** a ***paltry half-cent an hour*** turns a miserable, shivery drive in cold weather into a pleasure.

Order Your Samples Now

WOOD, VALLANCE & CO.

Hardware and Iron Merchants

HAMILTON, - - - ONTARIO

H. S. HOWLAND. SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST WELLINGTON STREET, TORONTO

Wholesale Only **Only Wholesale**

IN STOCK

—BAR IRON—

Rounds,

Squares,

Flats

Orders Filled Promptly

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

Our Prices are Right — If you are not receiving our illustrated monthly circular, WRITE FOR IT. — We Ship Promptly

Galvanized Garbage Cans

Strong and Durable

Nos.	1	2	3
Sizes,	12½x13¼	13¾x15	15x17¼

Made with bail and back grip and slip-over seamless cover.

Nos.	4	5
Sizes,	14½x20¾	17x26½

Made with wooden ribs, malleable side handles and tight fitting covers.

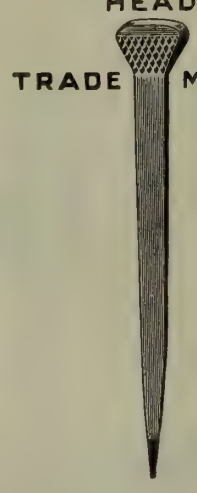
The Kemp Manufacturing Co.

Cor. Gerrard and River Sts. Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG, MAN.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL, QUE.

"THE BEST IN THE WORLD."



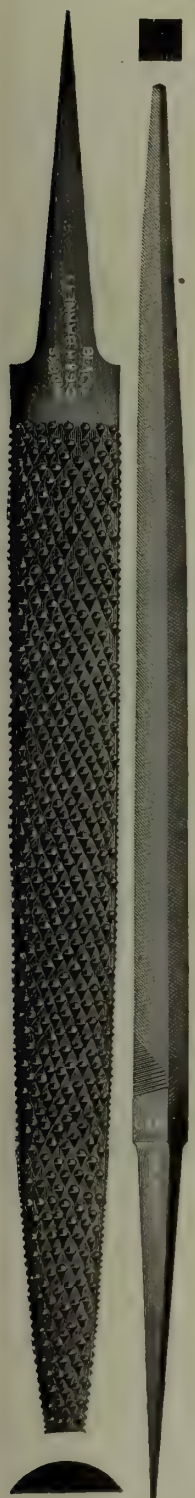
CAPEWELL HORSE NAILS

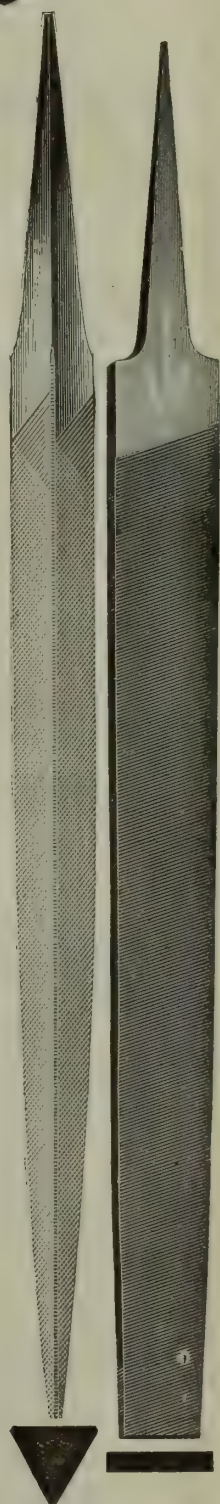
"MADE IN CANADA."

It pays to handle the Best Nail, for the nail which holds the shoe will hold the customer.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER





The consumption of "BLACK DIAMOND" Files in the saw and lumbering districts of the country and in machine shops, is increasing rapidly year by year.

The construction of the tooth of these files and their temper, which, in connection with the superior quality of the steel used in their manufacture, are the cause of their great durability. combined with the manner in which they are put up for the market, their handy size, and the great variety of shapes and sizes, fully meet the popular demand for files which possess every requisite as to quality and adaptability to the purposes for which they are required.

In order to meet the growing. demand for "BLACK DIAMOND" files we are compelled to keep a large stock and we always have on hand a great variety of shapes and sizes of "BLACK DIAMOND" Files and Rasps.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses,
MONTREAL
Warehouse at
WINNIPEG,
CANADA.

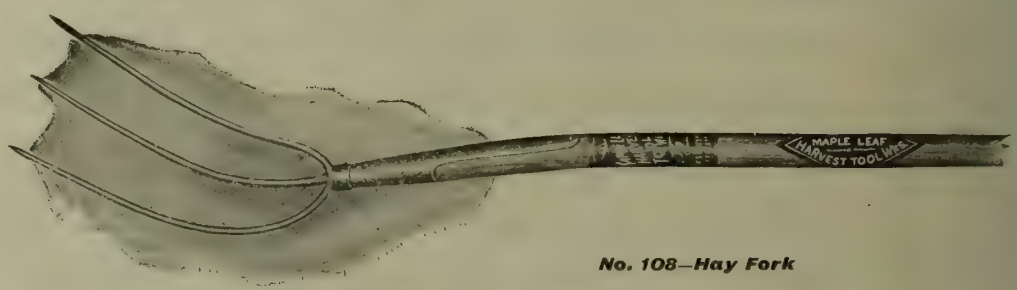
Showrooms
TORONTO, 77 York Street,
OTTAWA, Holbrook Chambers,
QUEBEC,
FRASERVILLE.

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

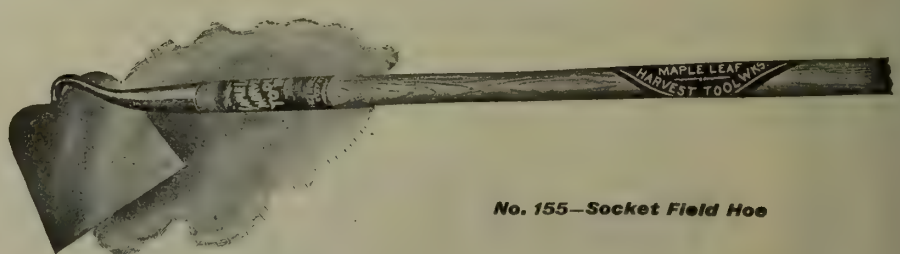
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork



No. 108—Hay Fork

No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

ADVERTISING.

HARDWARE BOOK.

Contains a number of ready-made ads. with suitable illustrations for Hardware Merchants and Stove Dealers. Price, $1.50.

MACLEAN PUBLISHING CO.
Montreal - Toronto Winnipeg

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-312

Cloth bound 615 pages, Price $5.00.
Special offer to the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

CONDENSED ADS.

Agents Wanted, Articles for Sale, Articles Wanted, Business Chances, Businesses for Sale, Situations Wanted, Situations Vacant.

Does not one of these headings suggest some way in which you can use our "want ads." to advantage?

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

FEED BOILERS.

For Feed Cooking Boilers write the largest Manufacturers in Canada for circulars and prices. You know us.

The
James Bros. Foundry Co.
Perth Ont.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

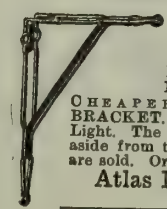
GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

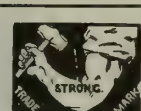
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

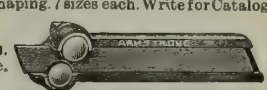
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
1.6 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.,
Office and Works, 17 Pontiac St., Montreal.

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.

Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.

PARTRIDGE & SONS - Proprietors

ENAMELLED COVERS ON ALL OUR GOODS

Buy...

ENAMELWARE

Manufactured by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.
TORONTO, ONT.

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

HARDWARE AND METAL WANT ADS

CAN

Switch You On The Right Track

If you have any proposition of interest to Hardware stove and tinware dealers, clerks, travellers and manufacturers, a want ad in Hardware and Metal will solve it for you.

Surely it is worth 25 or 50 cents to find some man in another city, or another province, who is looking for just such a proposition as you have to offer.

Don't wait for something to turn up, you have probably been waiting now a month, or it may be a year—A thing begun is half done. **We can Switch you to the man you are looking for, but you must take the first step.**

Are you an employer looking for employes, or a clerk, wishing to secure a position as traveller?

Have you an old counter or show case which you want to sell, in order that you may buy a new one?

Do you wish to sell your business or take in a partner with some ready cash?

Have you a set of Tinners' Tools to sell, or would you like to purchase a second-hand set from some dealer?

Try a want ad in Hardware and Metal. The cost will be small.

2c. per word first insertion
1c. per word subsequent insertion
5c. additional, each insertion when box number is desired.

HARDWARE AND METAL

MONTREAL **TORONTO** **WINNIPEG**

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana
Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

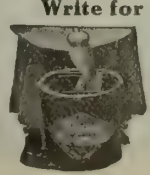
By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.

The Freezer the Women want

Dana Peerless Freezer
Write for catalogue



Dana Mop Wringer takes a woman off her knees.

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

We Can Give Prompt Delivery of Galt Corrugated Sheets

Finest quality of iron and first-class workmanship.

All corrugations even, straight and true.

A full line of Accessories such as Ridge Cap, Hip Cap, Valley, Galvanized Nails, Washers. etc.

Send us your specifications for a figure—it will pay you.

The Galt Art Metal Co.
Limited
Galt, Ont.

INCANDESCENT LIGHTING WITH COAL OIL

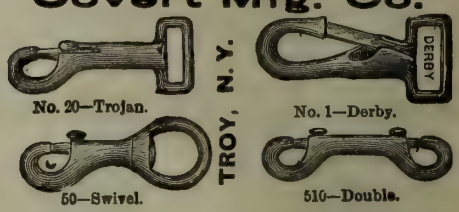
The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Sts.
Montreal, P.Q.

BASS AND TROUT FLIES
$1.10 per hundred, postage included.
ORDER NOW FOR SPRING
JOHN FORMAN, 4502 Ste. Catherine St., WESTMOUNT, QUE.

Covert Mfg. Co.



No. 20—Trojan. No. 1—Derby.
TROY, N.Y.
50—Swivel. 510—Double.

Hardware Merchants

who undertake

Plumbing and Heating Contracts

cannot do better than subscribe for the

Plumber and Steamfitter of Canada

$1.00 per year—Samples Free

MacLean Publishing Co.,

MONTREAL. 10 Front St. E., TORONTO. WINNIPEG

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

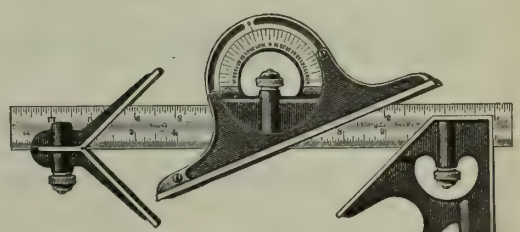
For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.

PRATT & WHITNEY

Milling-Cutters, Taps, Reamers, Dies, Drills, Sockets, Etc.

Made in Canada
Highest in Quality and Accuracy

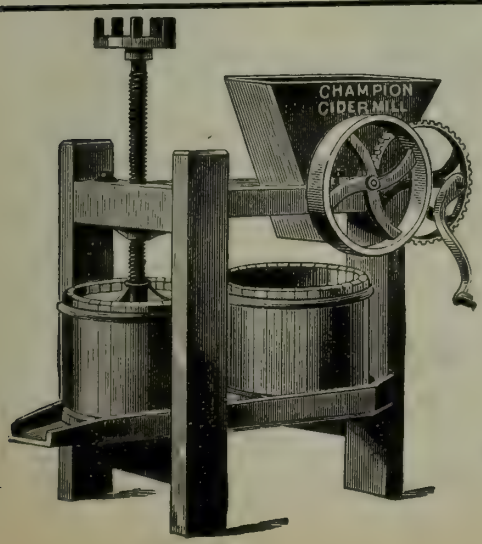


B. & S. Combination Square

BROWNE AND SHARPE MFG. CO.

Machinists Tools; Rules, Squares, Micrometers, Calipers, Punches, Gauges, Etc. Best in the world.

Selling Agents: THE CANADIAN FAIRBANKS CO., LTD. MONTREAL, TORONTO, WINNIPEG, VANCOUVER.



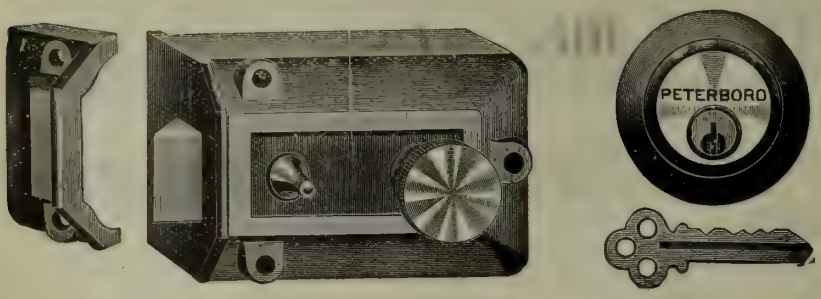
Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

The London Foundry Co., - London, Ont.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

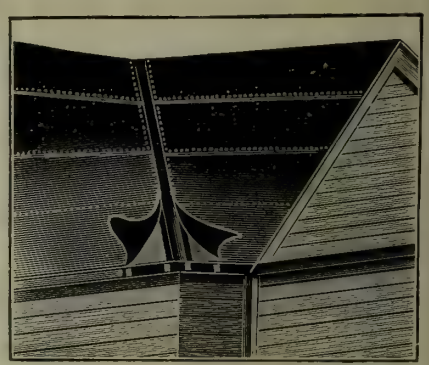
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

"Brantford" "Roofing"

Stands for Quality. We sell it on a guarantee, that means your money refunded if not as we say. You may as well get the best at the same money. Costs you less per year, because it lasts longer than any other ready roofing. Lasts longer because it's better made, is made of better material. See the difference, feel it. It will pay you to send for samples to compare. It means dollars to you to sell



"Brantford" "Roofing"

Your sales will double in a short time.

The best dealers handle it. Do you? WRITE FOR SAMPLES.

Brantford Roofing Co., Limited, = Brantford, Canada

Not How Cheap, but How GOOD

Banner Lamp Burners,
O, A, B and D sizes.

Canada Lamp Burners,
A and B sizes.

Security Lamp Burners,
A and B sizes.

Bing Glass Cone Lamp Burners,
A and B sizes.

Lantern Burners,
No. 1 and No. 2.

Every Burner carefully inspected before leaving the factory, and guaranteed perfect.

Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High Grade and exceedingly presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge Street

Write for Catalogue

TORONTO, ONT.

DOMINION WIRE MANUFACTURING CO.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

MONTREAL TORONTO LIMITED

Manufacturers of

PLAIN WIRE *All Sizes and for all Purposes.*

GALVANIZED WIRE *For Fencing, Telegraph and Telephone Purposes.*

Copper and Brass Wire

WIRE NAILS
WOOD SCREWS

Bright Wire Goods

Staples

Steel and Brass Jack Chains

Spring Cotters, Strand Guy Wire, Steel Wire Barrel Hoops

TRADE MARK FOR PLATE

Xmas Gift Goods

Original and pleasing designs in Fish and Meat Sets, Meat and Game Carvers, Cheese Scoops, Cake Knives, Nut Crackers, Flasks, etc.

Samples and prices on request.

The House of Hutton

Established in England in 1800

Sole Canadian Agent
W. J. GRANT, Lindsay Bldg., MONTREAL

TRADE MARK FOR CUTLERY

TRADE MARK KEYSTONE BRAND REGISTERED

The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

STERLING	JUBILEE
JEWEL	KLONDIKE
IMPERIAL	GREAT WEST

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company Limited

Port Elgin, Ontario

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

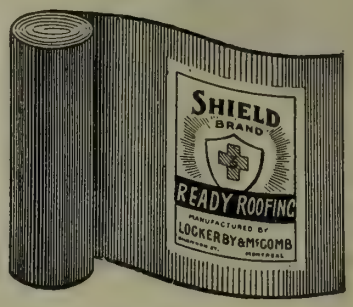
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is warranted.

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.
Fultonville
New York

This Trade Mark guarantees Satisfaction

No Other Fence

can equal for strength and efficiency the

"Dillon" Hinge-Stay Field Fence

The hinged-stay makes it impossible for the "Dillon" to sag like ordinary wire fences. This "unsaggability" is peculiar to the "Dillon" alone.

ASK US ABOUT THE PROFITS.

THE OWEN SOUND WIRE FENCE CO., Limited

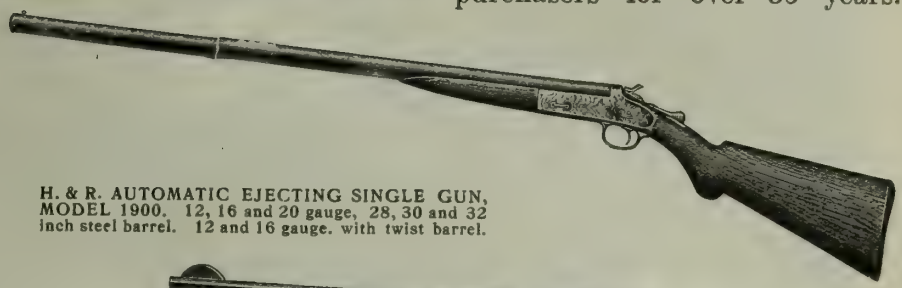
OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the absolute satisfaction they have given to discriminating purchasers for over 35 years.

We are constantly impressing upon the mind of the public—your customers — the superiority of H. & R. Guns and Revolvers; the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.



H. & R. AUTOMATIC EJECTING SINGLE GUN, MODEL 1900. 12, 16 and 20 gauge, 28, 30 and 32 inch steel barrel. 12 and 16 gauge. with twist barrel.

The great care and watchfulness exercised in the various processes of manufacture have gained the confidence of the public, which simply means an increased demand and larger profits to you.

Our Catalog tells about our full line and gives valuable selling points.

Write for it.

H. & R. HAMMERLESS in 32 and 38 calibres, five shot, with independent cylinder stop and automatic ejector. Weight of 32 calibre 3-inch barrel, 13 ounces; 38 calibre, 3¼-inch barrel, 17 ounces. Also made with 4, 5 and 6 inch barrels. Finished in nickel or blue.

H&R ARMS CO.

HARRINGTON & RICHARDSON ARMS CO.

415 PARK AVE., WORCESTER, MASS., U S.A.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The "SELL-EM-ALL" $5 ASSORTMENT

Mouse Traps Rat Traps

"You Want what you Want in the Quantity you Want it."

Here they are—and not a trap you don't want.

NO more trouble as to Mouse and Rat Traps. No more dead stock from having to buy so many lines separately—having to order a dozen of a kind when you don't want so many. No more lost sales from not having what **is** wanted.

The list of traps contained in this new $5 Assortment is based on the average sales of hundreds of retail dealers, and the proportions are right. Makes a fine window display. At the retail price this Assortment will bring you at least $10—a handsome profit on a small investment. ASK YOUR JOBBER.

No Trouble Big Profits Everybody Pleased

ANIMAL TRAP CO., LITITZ, PA., U. S. A.

This is *the* Chopper

35 Sizes and Styles for Hand, Steam and Electric Power

The Revolving Steel Blades and Perforated Steel Cutting Plate *cut* the meat clean and clear—don't tear or grind.

No—there's nothing like it on the market.

It is in a distinct class
The "Enterprise" Class.

To increase your trade in "Enterprise" Meat and Food Choppers, write for copies of "An Enterprise Peace Offering," a booklet for free distribution. Send for Illustrated Catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.
NEW YORK, 21 Murray Street SAN FRANCISCO, 438 Market Street

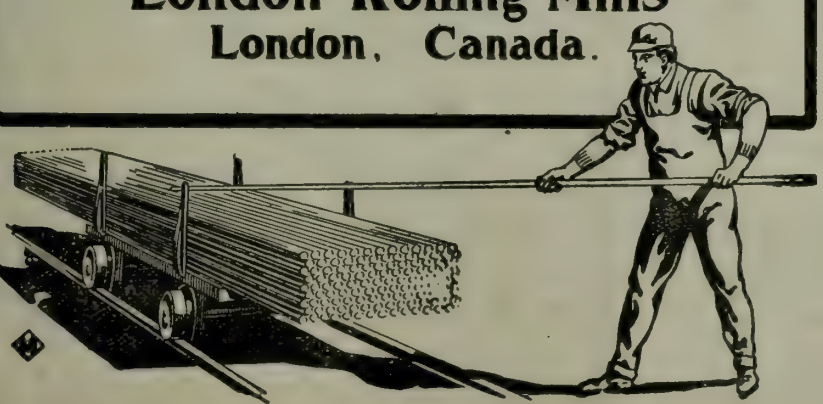
Refined Bar Iron

It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited.

London Rolling Mills
London, Canada.



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CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD
TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

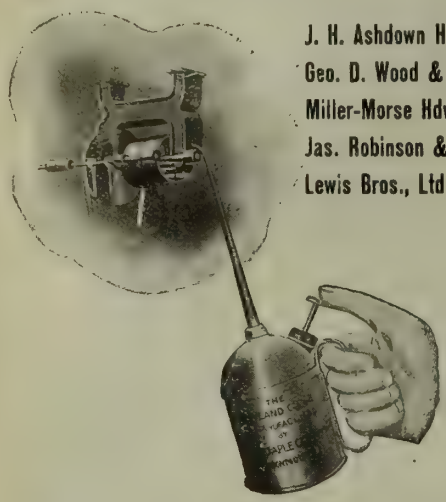
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

The Howland Pump Oiler

FOR SALE BY



J. H. Ashdown Hdw. Co.,	Winnipeg
Geo. D. Wood & Co.,	"
Miller-Morse Hdw. Co.,	"
Jas. Robinson & Co.,	"
Lewis Bros., Ltd.,	Montreal

A slight pressure of the thumb regulates the flow.

Maple City Manufacturing Co.

Monmouth, Ill.

Back in the Woods

axe handles are severely tested. The hardwareman who sells lumbermen poor handles this season, stands scant chance of selling any at all to them next season. For lasting business stock our high-grade hickory

AXE HANDLES

Hammer, Sledge and Pick Handles

The strongest, most satisfactory handles on any market.

Send now for our lists and discounts!

J. H. Still Manufacturing Co.

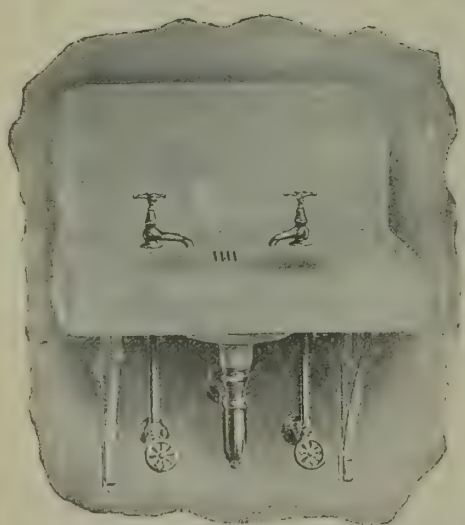
Limited

ST. THOMAS, ONTARIO

ARCHITECTS, BUILDERS AND PLUMBERS

FREELY ENDORSE

Standard Ideal Porcelain Enameled Ware



Made in Canada this Ware is the equal of any foreign product of a like nature.

The Standard Ideal Company,

Limited,

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, TORONTO, 50 Colborne Street,
MONTREAL: 128 West Craig Street. WINNIPEG: 156 Lombard Street

GREENING

All Kinds and Sizes and for All Purposes

Standard and Lang's Patent Lay.

Prices Right — Prompt Shipment

Rope Fittings
Rope Grease

The B. GREENING WIRE CO.

LIMITED

Hamilton, Ont. — **Montreal, Que.**

When a customer comes to buy an

INJECTOR

What does he always say?

"I WANT A PENBERTHY"

If you are a particular merchant, one of the kind that buy "RELIABLE LINES" you will sell him a **GENUINE** PENBERTHY.

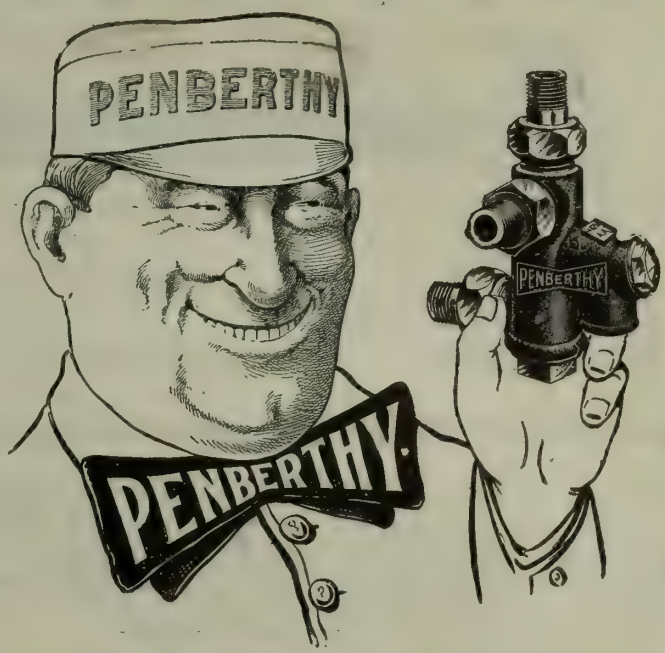
There's a feeling of Satisfaction in selling PENBERTHY INJECTORS.

It means cash profits and no loss of time.

PENBERTHY INJECTORS

Are Built on HONOR and Sold on their MERITS.

"Imitations are Dangerous"
Buy the Genuine.



THEY ALWAYS WORK!

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

DO YOU WANT FOREIGN TRADE?

The American Exporter is the recognized medium for Canadian and American Manufacturers to increase their sales abroad

It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

N.B. Our sixth foreign trade tour, this time to Cuba, starts November 1st.

AMERICAN EXPORTER

135 William Street, New York

BOSTON ***PHILADELPHIA*** ***CLEVELAND*** ***CHICAGO***

BLACK EAGLE HATCHET

Claw Head

No. 20

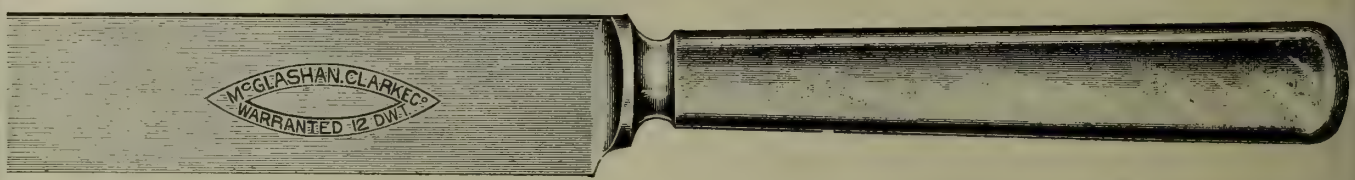
Hollow Steel Handle. Oil Tempered Blade.
Hardened Head. All Riveted Under Heavy Pressure.
Parts Absolutely Immovable.
Finish-Black Enamel-Polished Blade and Head.

A Blade that Keeps its Temper.
A Fine Cutting Edge.
A Handle that Does Not Shrink.
No Loose Head or Breaking of Handles.
For All Practical Purposes.
Up-to-Date and at Reasonable Price.
Fully Warranted.

Sole Agents and Manufacturers

CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.



If You Want a profitable line of Plated Ware, Nickel Silver Flatware and Cutlery, write to us. Our goods are guaranteed. Every piece sound metal, carefully handburnished and elegantly finished. There's money in our goods!

THE McGLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
N. F. GUNDY, 47 Hayter Street, Toronto, Ont.
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PURITAN

REACTING WASHING MACHINE.

ROLLER BEARING RUNS EASY.

The "Big Three" Money Makers

MAXWELL LAWN MOWER

Durability, Finish and Efficiency Unsurpassed by any other mower on earth.

FAVORITE CHURN

By lightening women's labor it adds weight to your bank account.

David Maxwell & Sons, St. Mary's, Ont.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO

Don't Whine!

When Collections are Slow.

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

Names Which Mean Money

"What's in a name?" asked some skin-clad gentleman of the Stone Age. If he was alive now he would realize that there is a ***heap of money*** in some names. In the line of ***brooms, brushes*** and ***woodenware***, for instance, the names

"BOECKH"

and

"CANE"

command the respect of every ***pushful, profit-filing hardwareman*** and ***grocer.*** When your jobber sends you any brushes or brooms, see that they are "BOECKH'S." When he sends you any pails or tubs, see that they bear the name of "CANE." ***These Names are Guarantees of Excellence.***

UNITED FACTORIES, LIMITED
TORONTO : CANADA

EVERY POUND GUARANTEED

We have that thorough confidence—
born of satisfied customers—that

Sterne's Asbestos Stove and Furnace Cement

is the best thing of its kind on earth. So we guarantee every pound of it to be more economical, durable and efficient than any other furnace cement on the market.

C. F. STERNE & SONS, BRANTFORD, ONT.

8-oz. Can.

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1 Doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

A★1 THE R. BERG CUTLERY CO.

This brand on a knife always means **of the very best quality,** and it is quality that sells in this class of goods. If you are one of the very few who do not yet carry this line of cutlery get at once the details of our proposition which we make with regard to the showcase shown in this ad. It will give you a silent **salesman,** profitable **sales** and satisfied **customers.**

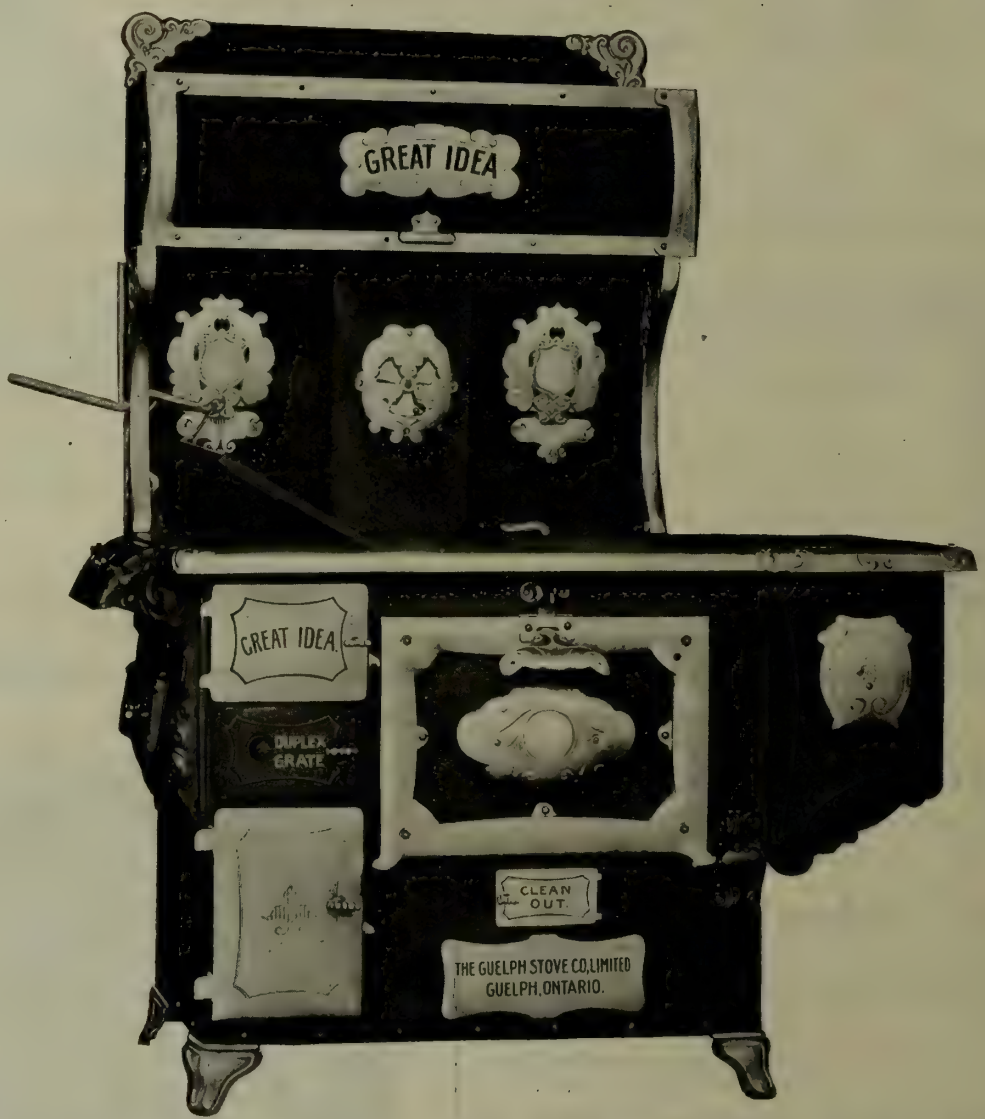
ASK YOUR JOBBER FOR INFORMATION

F. W. LAMPLOUGH & CO., 9 DE BRESOLES STREET, **MONTREAL**

MORE POINTS OF GENERAL MERIT

ARE FOUND IN

THE "GREAT IDEA"



STEEL PLATE RANGE

THAN ANY OTHER STEEL RANGE ON THE MARKET

Supplied either on legs (as shown above) or on cabinet base.

MANY GOOD FEATURES

Pan Lift Top—for broiling or feeding fire.
Double Oven Top—cast top with steel top underneath.
Pouch Feed, Swing Draft Door.
Polished Steel Body.
Three Thicknesses in all Flues—steel, asbestos and steel, even below oven.
Duplex Grates—easily removed.
Grand Wood Fire Box.
Heavy Cast Back Flue.

WRITE US ABOUT THE REST.

Guelph Stove Co., Limited, - Guelph

The "Good Cheer" Art

Undoubtedly the most popular Heater in the market.

Beautifully proportioned and the design so artistic as to make a most appropriate furnishing in any room or hall.

Then, as to operating qualities. Did you ever hear of a user of a "Good Cheer" Art being otherwise than delighted with his purchase? And what better advertiser could you wish for than a well satisfied customer?

"Good Cheer" Arts have THE sale throughout the Dominion, and as this well and favorably known line ***costs you no more than the average baseburner of similar size and class,*** now is the time to secure the agency, get in your stock and do the business in the heater line in your locality.

Firepot is removable through side doors without moving a bolt. Ransom duplex shaking ring grate. Good-sized ash-pan, and every stove a double heater.

Two sizes, with or without oven.

No. 44—13-in. firepot.
" 55—14-in. "

THE JAMES STEWART MFG. CO., LIMITED, WOODSTOCK, ONT.

Western Warehouse, James Street, Winnipeg, Man.

AN OXFORD OAK

with a price card on it will sell easier than any other twelve dollar article. These are the days for heating stove business.

You can talk convincingly about the **Nickel Reflector Door** and the **Mica Openings in the Fire Door.** The Oxford Oak is different from anything your opposition has.

Write on a post card

"Send me a 120 Oxford Oak"

If you are an Ontario dealer it will only cost you $8.53.

The

Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver

Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta. and EDMONTON, Alta

---

Unique and Striking Designs, Rich Colorings and Low Prices make

Staunton's Wall Papers

An exceedingly attractive and profitable line to handle.

We give you goods that sell strictly on their merits.

You will appreciate this line when you see it.

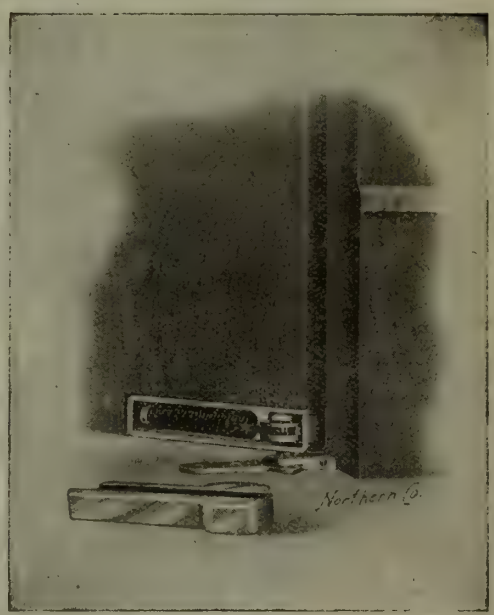
WAIT FOR OUR SALESMAN'S VISIT

STAUNTONS LIMITED

Makers of Superior Wall Paper

TORONTO

All Steel



Patents Allowed.
Other Patents Pending.

"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

For Catalogue, prices, etc., write

The Standard Mfg. Co.

SHELBY, OHIO., U.S.A.

Your Share!

Are you getting your share of the stove lining trade? The sure way to get it is to handle our

Asbestos Stove Lining

The best lining ever marketed for lining stoves, grates, ranges or furnaces, of any kind.
Another money-maker is our

ASBESTOS FIRE-PROOF FURNACE CEMENT

The greatest thing on earth for mounting and repairing stoves and furnaces quickly and permanently.

Benjamin Moore & Co., Limited
(Formerly The Francis-Frost Co., Limited)
New Offices and Works: Toronto Junction, Canada
New York, Chicago, Cleveland, Carteret, N. J.

A Pump Dealer Tickled

That is what you find when you meet a man who has seen our **Fig. 200 The Aylmer Branch Pipe Double Acting Force Pump.**

He carries one or two of them in stock and is able to fill the bill for almost any kind of a well.

Thereby saving the expense of carrying a large stock of pumps all the time.

This pump is adaptable for any well.

Write for Catalogue of Pumps and Scales. We carry a full line of each.

The Aylmer Iron Works Co.
LIMITED
AYLMER, - - ONT.

CHEERFUL OAK

Made in four sizes. Single or Double Heaters, with or without coal magazine.

Burns hard or soft coal or wood and is as economical as a miser.

DIRECTIONS FOR OPERATING—
Put the fuel in at the top,
Take the ashes out at the bottom.

Any one who can cut kindling wood, strike a match and lift a coal hod can run the Cheerful Oak.

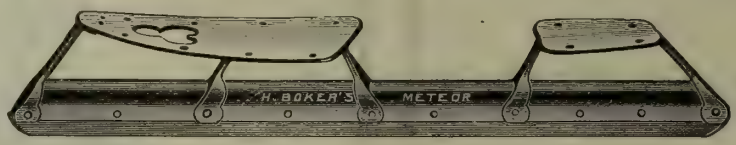
We make a great variety of Oak Heaters at attractive prices.

WRITE FOR OUR NEW CATALOGUE
IF YOU HAVE NOT RECEIVED IT.

FINDLAY BROS. CO.
Limited
CARLETON PLACE, ONT.
Branch House, 309 Elgin Ave., WINNIPEG

H. Boker's **METEOR** H. Boker's

Canadian Patent



Splendid Value

LATEST MODEL TUBULAR HOCKEY SKATE

double heel and triple sole support.

FAST, LIGHT, STRONG.

Made in full ***Nickle Plated*** and polished as well as ***Aluminum*** finish. For ***sale*** by Leading Wholesale Hardware firms.

COLES HOT BLAST COAL STOVE

For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.

For Sale by

E. T. WRIGHT & CO.

HAMILTON, CANADA

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

Persons addressing advertisers will kindly mention this paper.

"Quality Unsurpassed"

BELLEVILLE

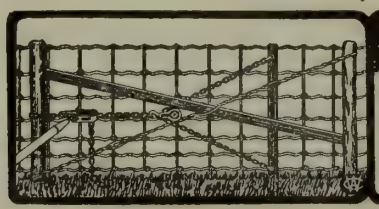
Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

Some Hardwaremen Say

they hate the thought of ordering window glass because it so often arrives broken into ten thousand pieces. They lose money on such a deal. But every hardwareman who orders

Any Kind of Window Glass

from us, can bank on getting the right goods in a whole condition. We have packers and shippers who know how to get the goods out properly. Moreover, our prices are interesting.

Why not send now for our trade catalogue and price list?

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

BEGIN AT THE FINISH

which is of the most elegant, examine the threading, test the high-grade material and you will find that

"DIAMOND" BRAND FITTINGS

cannot be excelled anywhere.

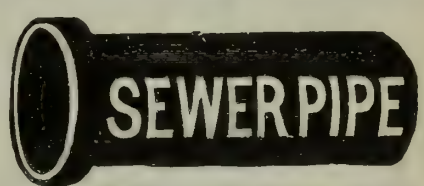
WHOLESALE ONLY.

OSHAWA STEAM & GAS FITTING CO., LIMITED

OSHAWA, CANADA

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT. ST. JOHNS, QUE.

Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY. WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES' COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

OUR REPRESENTATIVES STARTED

out November 4th, on the new season with a most handsome and extensive line of

Refrigerators, Screen Doors and Window Screens

During August we just completed the installation of a higher power engine, another new boiler and several modern woodworking machines. This new equipment, together with our large storehouses, places us in a splendid position to take good care of our customers.

SANDERSON - HAROLD CO., LIMITED

PARIS, ONT.

"Galt" Expanded Steel Lath

Strong, Rigid, Flat, Economical, Uniform, Durable.

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.

or Dunn Bros., Winnipeg, Man. and Regina, Sask.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

THE "C" BRAND
HOT-FORGED SWEDISH STEEL
HORSE SHOE NAILS

They are hot-forged from a special quality of Swedish Charcoal Steel Nail Rods, no better material for horse nails is known or used in the world. The designs and proportions of our "C" brand "Oval" and "Countersunk" patterns, are the result of over forty years' experience with the requirements of horseshoers in Canada. The graduated taper, smooth finish and great strength and toughness of the blades, combined with their fine bevel points, enables them to be driven easily into the hardest hoofs without bending or splitting or breaking off under the heads.

COUNTERSUNK HEAD

They are very flexible in twisting or clinching. They will hold the shoes on firmly under the most severe strain in use, until they are required to be removed. The "C" brand horse nails, being hot-forged down from the rod, are superior in strength at the neck of the nail to those made by any "cold process" by which the heads are "upset" cold; this method crystalizes the material at the neck, and makes the nails liable to become brittle and break off more easily at that vital point. Every "C" nail is examined and warranted perfect and ready for immediate use. Your purchase money refunded if not satisfactory. We request every dealer in horse nails to send for a sample of our "Improved New Taper Countersunk" pattern, which will be furnished on application. WE think THEY are the "best in the world."

CANADA HORSE NAIL COMPANY
MONTREAL

Established 1865

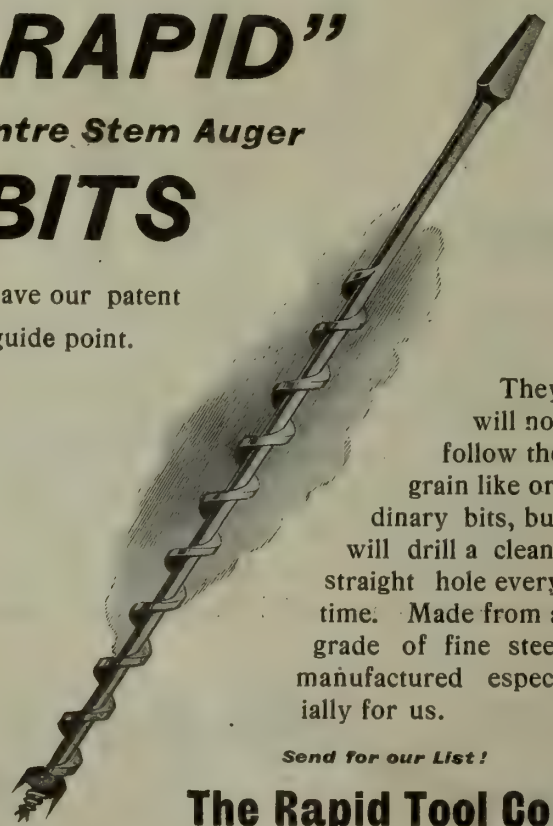
SUPPLIED THROUGH ALL JOBBERS ONLY

"RAPID"

Centre Stem Auger

BITS

all have our patent guide point.



They will not follow the grain like ordinary bits, but will drill a clean, straight hole every time. Made from a grade of fine steel manufactured especially for us.

Send for our List!

The Rapid Tool Co.
LIMITED
Peterborough, Ontario

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets.
Roofing Caps.

ACME CAN WORKS

Ontario St. E., MONTREAL

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

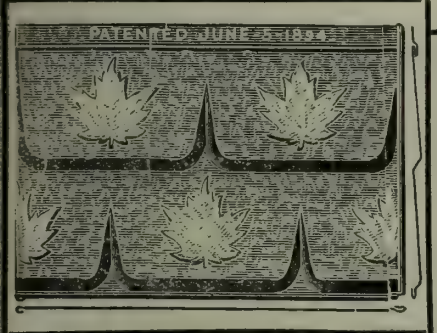
You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



Any Roofs to Cover in Your Town?

Before the winter sets in there will probably be some roofing to do in your neighborhood. You can make money and friends by selling

"SAFE LOCK" GALVANIZED STEEL SHINGLES

Your profit comes not only in the sale, but in laying the shingles. They are simple in construction, and can be put on without trouble. Yet you are paid as much for them as for the inferior Metal Shingle which is awkward to apply and never gives satisfaction.

Send us your orders. We can fill them promptly.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

SALES AGENCIES:

Emerson & Fisher, Limited	J. A. Bernard	Clare & Brockest	Ellis & Grogan	Wm. N. O'Neill & Co.
ST. JOHN, N.B.	QUEBEC	WINNIPEG	CALGARY	VANCOUVER

THE MOST LIGHT FOR THE LEAST MONEY

C. G. E. Incandescent Lamps

Long Life ***Efficiency*** ***Reliability***

Write for prices and quantity discounts.

Canadian General Electric Co., Limited

Head Office, - - Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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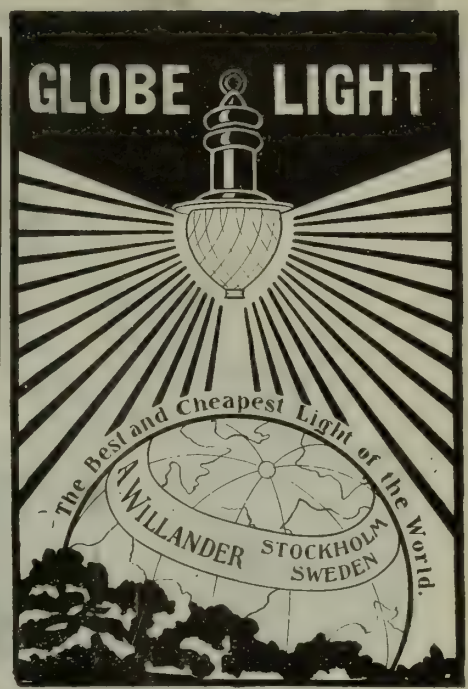


Incandescent Petroleum Gas Light

Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

Write for Prospectus.

A. WILLANDER,
STOCKHOLM, SWEDEN

CONGO ROOFING

Congo Roofing is a strictly high-grade ready roofing. Experience and tests show that neither weather nor climate has any effect whatever upon it, and consequently Congo Roofs last almost indefinitely.

It is easy to lay. No special tools or skill required.

Congo can be used on any kind of roof If your old roof needs attention, put Congo right on over the old roof and make it serviceable for many more years.

To further substantiate our claims for Congo, we will be glad to send *Sample Free* upon request.

Buchanan-Foster Co., Philadelphia, Pa.
Geo.E. Smith & Co., Halifax.
S. Hayward Company, St. John, N.B.
Mechanics Supply Co., Quebec.
The Starke Hardware Co., Montreal.
H. S. Howland, Sons & Co., Ltd. Toronto.

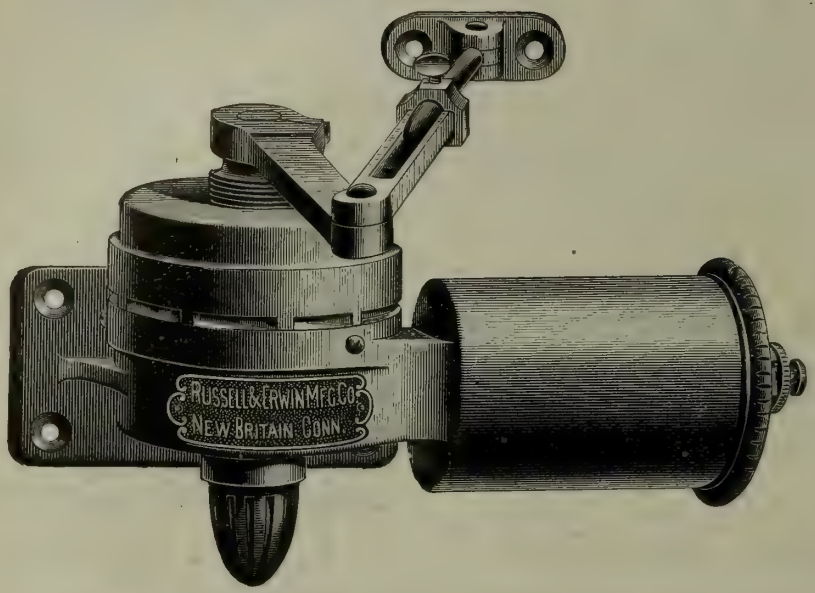
ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

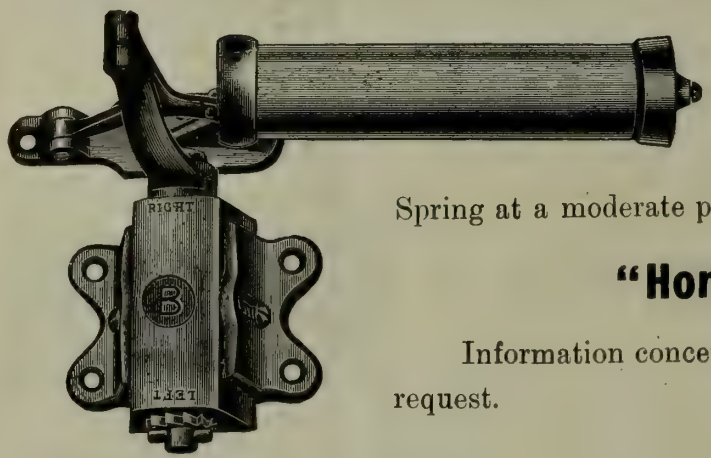
DOOR SPRINGS



Columbia. In stock in five sizes.

"Columbia"

This Door Check and Spring is the most suitable for the Canadian climate, because there is no oil in it to thicken and clog. It is pneumatic, nothing in it to freeze. By a simple regulating valve it can be readily adjusted so as to give any desired action to the door, whereby it will always be positively closed, but under a control which prevents slamming.



Larimer. In stock in two sizes.

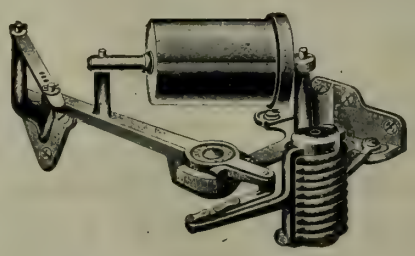
"Larimer"

meets the demand for a Door Check and Spring at a moderate price. The action is quick, firm and noiseless.

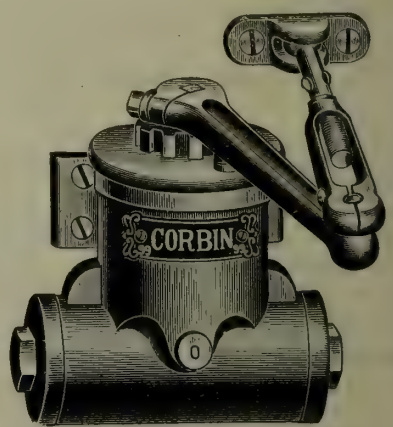
"Home" and "Corbin"

Information concerning any of these lines will be furnished on request.

We have besides the cheaper Springs, such as Torrey, Victor, Champion, Perfect and Phœnix.



Home. In stock in four sizes.



Corbin. In stock in five sizes.

If you get our prices you will buy from us.

FROTHINGHAM & WORKMAN, LIMITED

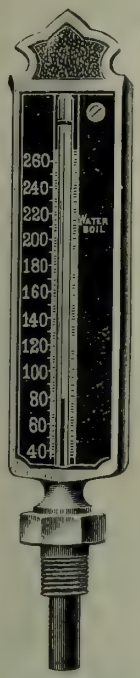
Hardware, Montreal

Steam Heating Supplies

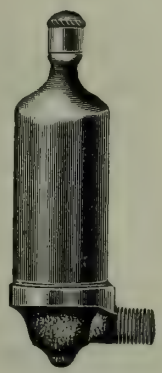
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

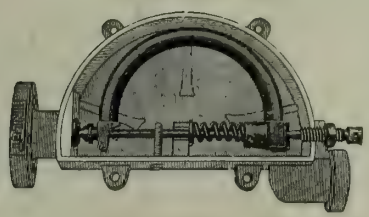
We make and handle a variety of goods for heating work.

Iron Pipe and Fittings—Valves, all kinds—Steam Traps—Air Valves
Steam and Hot Water Thermometers—Reducing Pressure Valves—Gauges, &c.

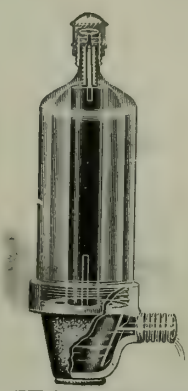


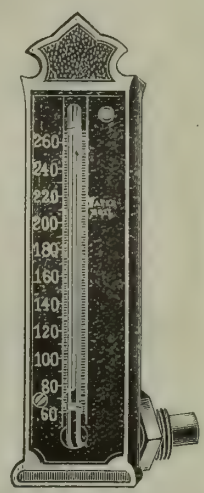
Hot Water Thermometer Straight Stem


Automatic Steam Air Valve


The "Heintz" Steam Saver.

All steam jobs require a steam controlling device or trap. The Heintz has merits not contained in other apparatus. It has less parts—so simple can't get out of order—works upon the thermostatic principle absolutely preventing any loss of steam—can be placed in any position—soon pays for its cost in the saving effected—Send for circular.


Automatic Air Valve with Water Seal



Hot Water Thermometer Angle Stem

The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West
TORONTO

EASY MONEY

seldom comes to the Bicycle dealer. It is just possible that our Metal Half Chain Guard

has cashed in more easy money for Hardwaremen than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, strong, dainty, popular—these four words tell our story. There's a profit Story attached. Do you know it?

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Montreal Merchant's Progressive Ideas

Features Which Commend Themselves to Other Dealers — New Offices Opened — Address by One of the Employees

On Wednesday evening of last week the new offices and lecture room of the firm of Amiot, Lecours & Lariviere were formally opened by a musical concert, a half-hour lecture on "Tools," followed by refreshments and an hour of recreation. The opening of these offices marks a new departure in this concern and an epoch in the career of the company.

The Company's History.

J. E. Lecours and Albert Amiot commenced a retail hardware business on St. Lawrence Street, Montreal, in September, 1889. The lines originally carried were very limited both in variety and extent. The stock amounted to $2,000, being paid for in 24 monthly payments, $50 a month for the first eight months and $100 monthly for the last sixteen months.

On January 1, 1892, F. C. Lariviere joined the business, the new firm name being Amiot, Lecours & Lariviere. On the above-named date, the company was incorporated with a paid-up capital of $100,000, all realized in actual business up to that time. Since 1892 the business has rapidly and steadily expanded and during the larger part of 1907 the daily business transacted has averaged $2,000. The old offices a year ago were found totally inadequate for the amount of business done and it was decided to enlarge the space and build new offices.

The New Offices.

These have now been a month in use and a year in preparation. The new offices are really an extension of the general offices, and are divided off into four separate apartments. One is the private office of Mr. Lariviere, with an additional private office and two board rooms in which the heads of the various departments in the store may meet to discuss subjects of more or less significance in connection with the conduction of the business.

The two most striking features in the general appearance of these new apartments are simple elegance with a total absence of extravagance and superfluous ornaments. All the flooring is of quartered oak, natural color, wax finish. The wainscotting is high, with brown stain and wax finish. Above the wainscotting and extending to the ceiling is plain red burlap, which gives a very pleasing appearance. The furniture corresponds in color and general appearance with the interior finish. The chairs are seated with red leather upholstery. In inspecting these beautiful offices, one is struck with the quiet and homelike appearance.

Educative and Social Phases.

Mr. Lariviere was quick to recognize the need of educative and recreative features in the business and the benefits to be derived from the adoption of such a policy. Mr. Lariviere quickly explains his idea by saying: "Our views are not philanthropic; we give to get returns." He believes in having his entire staff assembled together where new ideas can be presented and where the brotherly spirit may be cultivated and enlivened. In putting this belief into practice a lecture room has been fitted up in the second story of the building, over the new offices. In this room lectures will be delivered each week on some practical topic by experienced members of the store and office staff, the lecture to be of half-hour duration. In the room are placed small tables around which the members of the entire staff may gather to listen to the lectures, with recreation afterwards in the way of cards and refreshments. A piano has been placed in the room, and it is expected that at each meeting on Wednesday evenings music will be rendered by the talented members and occasionally by outside talent. A ladies' sitting room and a kitchen adjoins the lecture room. This

FRED C. LARIVIERE
President Amiot, Lecours & Lariviere, Montreal.

accentuation of the educative and social aspects of the business is a very generous and wise departure and we are confident that the initiator of this idea will receive abundant returns in the nature of increased interest and efficiency in the business by all the employes in the store.

A Business Library.

Ultimately Mr. Lariviere hopes to have a business library at the disposal of the entire staff. The nucleus of this valuable addition to the educative side of the business is already on hand. In the bookcase in the president's office may be found the following publications: Hardware and Metal, System, Business Man's Magazine, Salesmanship, National Hardware Bulletin, Iron Age, Hardware Dealers' Magazine, Letters—A Magazine of Correspondence, six books of N. Gilman, the American economist, and the Bulletin of the Society for the Study of Profit-Sharing, Paris, France. This already extensive list of commercial publications is being steadily increased, Mr. Lariviere having as an ideal the library of the Bibliotheque National, of Paris, France.

New Scheme for Staff Economy.

With the desire of having all the staff, without distinction, share in the profits, Amiot, Lecours & Lariviere have established what shall be known as "The Savings Counting House of the Staff." This is the title of a little booklet which has been distributed amongst the staff, discussing and giving rules and regulations of a new scheme for inducing the staff to economize and save money.

Article 1 reads: "Those who wish to place their savings with the company will receive, on making their first deposit, an account book, after having given their name, address and occupation. Interest at the rate of 6 per cent. per annum will be paid to each depositor."

Article 6 says: "Anyone having $100 or more invested in the Profit-Sharing System will have the privilege to be allotted stock in the company, by making application to the secretary. The company reserves the right to bar anyone from the depositing or subscribing to stock."

Secret of Company's Success.

"Thorough honesty and a desire to give satisfaction to each of our customers, whatever the cost might be to the house has been one of the greatest secrets of our success." This statement, made by Mr. Lariviere, is a purely unselfish and liberal view of the matter. A great deal of credit is due the members of his staff, but in the ultimate analysis it will surely be found that the man who made the above statement has been the central initiating and energizing force which has made the wheels of his admirable business turn steadily and smoothly. It is true he keeps axles on which the wheels turn well lubricated with a very efficacious lubricant, the oil of kindliness, goodwill, large views, and a hearty willingness to lend a helping hand and attentive ear wherever needed. He is a man who keeps closely in touch with affairs, commercial and national, who can converse on big affairs intelligently as well as "talk shop" from long and valuable experience. Mr. Lariviere is very desirous of having the names of the architects, Asselin & Perron, who designed and fitted up his new offices, mentioned. They are very proficient artisans and have been awarded large and valuable contracts.

The inaugural address, delivered in the

new lecture room of this company on Wednesday evening of this week, by F. X. DesRivieres, head of the tool department in the same company's store, was an interesting and instructive address on "Tools," and is reproduced in part, as follows :

Talk on Tools and Abrasives.

At the request of Mr. Lariviere, I come to-day to address you on a subject which I think will interest you. Tools will be my subject and out of its immense variety I have chosen three :— The stone, the saw and the chisel.

We have in our establishment twelve kinds of stone, nine of which are natural and three manufactured, yet this variety is often insufficient to satisfy our customers on account of the particular taste of each customer.

The qualities of natural stone vary according to their composition. The Washita oil stone, found in the quarries of the Ozark mountains. near Hot Springs, Arkansas, is nearly pure silica, or flint, with crystal point harder than crucible steel. These have been known for over 60 years, being then introduced in England where they have enjoyed an excellent reputation. They possess now world-wide reputation and were awarded a gold medal at the Universal Exposition of France held in Paris in 1900.

Washita Oil Stones.

The stones of this spur are classified in five grades, lily white, rosy red, extra, No. 1 and No. 2. The "Lily white" is the best selection of Washita possible to obtain. It is perfectly white, of uniform texture, free from foreign substances and nicely finished. It is the most satisfactory natural oil stone ever produced for carpenters and general wood workers' tools. For most purposes a soft. free grit, quick cutting stone is wanted, but occasionally a call is made for a fine grit medium hard stone, that will stand under a tool of hard temper and impart a very smooth edge. In Europe it takes the place of Turkey stone, which is very scarce. The Rosy Red is especially selected from rock taken from one of the best Washita quarries in Arkansas. It has gained a wide reputation because of its quick-sharpening qualities. It is tinted or streaked more or less with a pinkish orange or dull red color, and has an even porous grit, somewhat coarser than the Lily White. Extra is next in quality to Lily White. It is white, little harder than Lily White, and is better adapted for machinists' use or where a very fine smooth edge is preferred to quick edge. No. 1 is an oil stone for general trade, and No. 2 is a cheaper quality giving medium fine edge.

The Arkansas Oil Stone.

The Arkansas oil stone is composed of pure silica, crystalized in a manner similar to the Washita, the crystals being much smaller, harder and more transparent. It is also more compact than the Washita, has an exceedingly sharp grit and will both cut and polish very hard metals. Great difficulty and expense attend the quarrying of this rock, for it is so badly cracked, seamed and streaked with quartz that but a very small portion of sound pure rock can be obtained of a size and quality suitable for whetstones. It is, in addition, very expensive to manufacture, being nearly sixteen times as hard as common marble. The rough rock is cut up into slabs by gang saws at a slow rate of about ¾-inch per day, which process is attended by a large amount of waste. The stone is cut in various shapes and high-priced. It is sold principally to engravers, watchmakers, surgeons, dentists and others who use very fine tools. Soft Arkansas is a grade between the regular Arkansas and the Washita stone. It is not quite so fine sas, but it cuts faster and is better and is better for some kinds of mechanical work. It is specially adapted for sharpening the tools of wood carvers, file makers, pattern makers and all workers of hard wood.

Other Oil Stones.

The Turkey oil stone is well known throughout the world. It is quarried in the interior of Asia Minor and is a very fine, close-grained stone, containing 70 to 75 per cent. silica and intimately blended with 20 to 25 per cent. of calcite. It has exceptional abrazing qualities, but is found in small pieces and contains so many seams and flaws as to make it difficult to procure a real good stone of sufficient size to be serviceable.

The Hindostan is a fine gritted sandstone, quarried in Indiana. It is much softer than the Washita or other oil stones, commonly used and wears away much faster ; at the same time it is very sharp gritted and cuts steel rapidly. Before using any of the above stones, it would be well to soak them in olive oil or glycerine dissolved in alcohol for a few days. This precaution will wave the danger of filling the pores of the stone with particles of steel which may come off from the tool. Linseed oil or other sticking oil should never be used, should this error occur, soak the stone a few days in turpentine.

India oil stones are manufactured by Norton & Co., of Worcester, Mass., from pulverized corundum, from which emery is made, its quality are fast-

Amiot, Lecours & Lariviere's Main Store, on St. Lawrence St., Montreal.

Amiot, Lecours & Lariviere's Branch Store on Craig Street, Montreal.

cutting and close-grained, leaving a smooth, keen edge on the hardest and finest steel tools. This stone can be used with oil or water. Should the face become too smooth, bathe the stone in coal oil, never in turpentine. Corundum is also used to make wheels for sharpening and polishing purposes. It is the hardest and sharpest mineral known except the diamond.

How Tool Steel is Produced.

Before discussing the saw and the chisel, you will surely be interested in knowing how steel is produced.

Iron is not a natural product, but is manufactured from iron ore, which is composed of oxygen, sulphur, rust or oxide of iron, which is caused by air, which resembles limonite, mostly found in iron ore. The iron ore drawn from the mine is first passed through the crushers, then washed to clear water to separate it from the earths. The iron ore is then transferred to the blasting furnace, where it is mixed with coal and dissolvent appropriate to the nature of the veinstone, and if the veinstone is clay the dissolvent is calcareous and reciprocally. Compressed air is blown into the blasting furnace and the strong current of air helps the combustion and gives very high temperature. This produces pig iron. To obtain iron, the pig iron is placed in a smaller furnace capable of much higher temperature than the first, where is is again subjected to a current of hot air, which destroys the carbon in the pig iron. The iron is then transferred to the steam hammers and is then called puddle bars.

Steel, if considered as to its composition, is intermediate between pig iron and puddle bars. It is obtained in extracting from pig iron the carburet or placing puddle bars to the action of carbon. This is obtained by a strong current of air through the smelting iron, which neutralizes the carbon. To this is added a certain qdantity of pig iron containing a large percentage of manganese, which, when thoroughly mixed, makes the metal refined of carburet, destroys oxides of iron formed and makes steel. The operation lasts about twenty minutes and this steel is suitable for tools. Cast steel is obtained by melting steel and pouring it into iron molds in form of bars, then heated and put through the rolling mill or hammered. The flexibility and elasticity of steel are quite two different things. An anvil is made from elastic steel but a saw is made from flexible steel. The presence of carbon in steel when tempered gives elasticity, whilst its absence gives flexibility. Hard temper of steel depends on the heating temperature and the quickness of cooling. Too much heat makes the steel too brittle and not enough heat has no value as to temper.

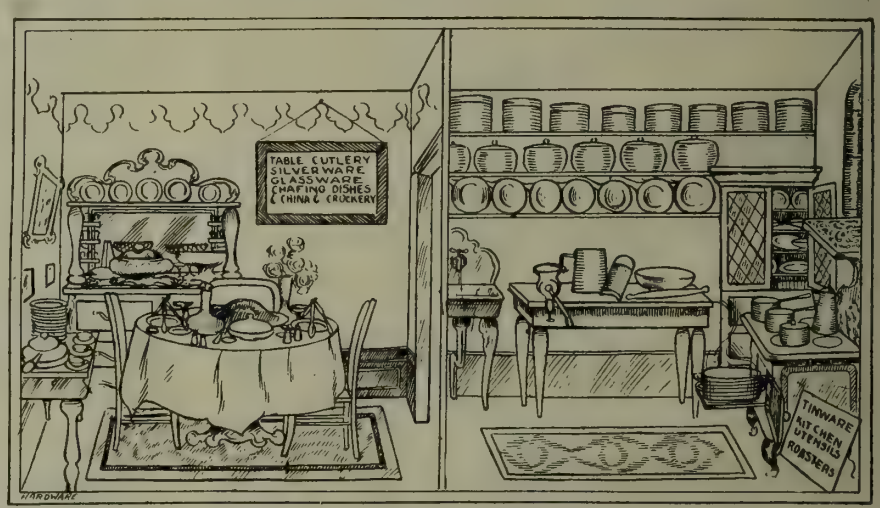
Hand Saws and Chisels.

The steel used in saws is flexible, carbonized at 65 to 80 degrees centigrade. The blades are introduced in an oven heated by gas to the proper degree and them immerged in a bath containing oil, and afterwards hammered. After this they are polished on corundum or emery wheels. This work needs the greatest care and skilful labor. The blades are thinned from the handle to the point 4 or 5 gauge and the teeth are treated in same manner. This can only be done accurately by a micrometer. The form of the tooth is not the same for a hand and ripping saw. The tooth of a saw must be so made as to permit accumulation of saw-dust between which is two to five times more voluminous than compact wood. Saw-dust of soft wood is more voluminous than that of hard wood. The teeth of saws are made to deviate alternately from centre to right and left so that the mark made in the wood be wider than the thickness of the saw. This operation is called set. If the set is not equal on both sides the saw will cut on the side of the most pronounced deviation. The teeth must also be set in such a way as to leave no space where wood would not be touched.

The chisel acts as a wedge, penetrating easily when the edge is keen or sharp-pointed. The blade of a chisel is made of cast steel, highly tempered, which makes the edge brittle and to avoid breakage the angle of the bevel edge of the cutting must not be more than 16 to 20 degrees and perfectly straight otherwise the chisel would not cut. The base of a chisel or gouge must be straight and of equal width in the whole length. The socket chisel is the only one that differs in this; the blade is thicker and starts thin at the edge, being gradually increased to the socket. In turning a chisel the cutting edge is on a slant and the cutting edge has two bevels, one on each side.

CHRISTMAS WINDOW DISPLAY.

With Christmas steadily approaching right now is a good time to call attention in your daily paper to the character of your holiday window display, says Hardware, of New York, from which the accompanying illustration is reproduced. The man who has been forced to the dry goods store for his wife's Christmas present will certainly eagerly grasp at the chance of finding something of interest to women in his own particular store of trade. On the other hand, women may be lured, through curiosity, to investigate the meaning of the announcement, and the average woman is almost sure to find among your varied assortment not only something which she is glad to hint to the other member of the family as a necessity, but other things suitable for her feminine friends. For instance, an improved sad iron will go nicely to assist in the laundering of the doilies and fancy laces previously lavished upon a friend and for the gift of pure fancy is substituted one of practical utility and usefulness.



A SUGGESTED THANKSGIVING OR CHRISTMAS WINDOW TRIM.
Hardwaremen who carry fruniture and chinaware in stock can use both windows to splendid advantage. Others can copy the right-hand trim at any season.

A good way to extend the holiday trade in the hardware store is to know yourself exactly what articles you have, and just what you need that would be suitable for Christmas shopping for your trade. Then let the public know what you have and try to show them it is just what they need to satisfy the longing of some friend, and help along the good holiday cheer. You will find that Christmas window display is a means of stimulating holiday trade that is more profitable in proportion to its cost than any other form of advertising. But try and be timely and have the display in ample season for the line of goods shown. If possible, have your show windows planned several weeks ahead, and if you are a regular user of newspaper space, let your window displays correspond with the newspaper advertising, and in that way make one corroborative of the other.

CANADIAN MANUFACTURERS' ASSOCIATION.

The Montreal branch of the Canadian Manufacturers' Association held an informal banquet this week at the Canada Club, President S. W. Ewing being in the chair.

An address by Rev. Dr. Johnston on the Asiatic Immigration was listened to with great attention.

A present was made to D. Cameron, the secretary of the Montreal branch, of a cabinet of silverware on the occasion of his approaching wedding.

Brief speeches were given by Hon. A. Desjardens, Mr. Donly, Prof. H. T. Barnes, and G. M. Murray, of Toronto, general secretary of the association.

HARDWARE TRADE GOSSIP

Ontario.

The Berlin Electrical Manufacturing Company, Toronto, has assigned to H. Vigeon, Toronto.

H. H. Stevens, of the Stevens-Hepner Company, brush manufacturers, Port Elgin, Ont., was a caller at the Toronto office of Hardware and Metal this week.

George Young, who formerly represented Lewis Bros., Ltd., Montreal, in the Northwest, has succeeded Mr. Milton Adams on the ground west of Toronto. Mr. Adams has decided to go into business for himself.

Mr. Wilkinson, representing the English cutlery firm of Harrison Bros. & Howson, Sheffield, England, and Mr. Askham, of the cutlery firm of John Askham & Co., Sheffield. spent part of the week calling on Toronto jobbers.

Frank Hayes, of Hayes Bros.' hardware merchants, Dryden, Ont., has left for Buchanan, Sask., a thriving young town located on the Canadian Northern Railway. Mr. Hayes has purchased the Massey-Harris implement business at the latter place.

The Fort William Hardware Company's store suffered $5,000 loss by fire on Nov. 1. Tar paper and other combustibles produced a dense volume of smoke and for a time it seemed as though the efforts of the men would be unavailing to save the entire block. The fire was, however, got under control after about one hour and thirty minutes hard fighting.

The following Ontario hardware merchants were noticed in Toronto during the week: Joseph Henderson, Niagara Falls; L. A. Whetmore, Edgley; J. S. Marshal, Dobbington; D. Stewart, Thistleton; Jas. Shildrick, Hagersville; R. J. Walkem, Tottenham; Mr. Kerr, of Kerr & Goodman, Brantford; Mr. Peaker, of Geo. Peaker & Son, Brampton; Mr. Watson, of Comb & Watson, Kincardine.

On Wednesday, Oct. 30th, a pretty wedding was celebrated at the home of Mr. and Mrs. Frank Sweetman, Guelph, Ont., when H. J. Penfold, of the hardware firm of S. & G. Penfold, of that city, was united in marriage to Miss Annie Austin, also of Guelph. After the wedding supper was over the happy couple left to spend a couple of weeks honeymoon in Detroit and other American cities. Many costly presents attested the high esteem in which the bride was held.

Quebec.

C. O. Gervais, of St. Johns, Que., was in Montreal this week.

A. Leroux, Montreal, has been registered as a hardware merchant.

Mackler & Bendler, plumbers, Montreal, have dissolved partnership.

E. McCarty, of J. C. McCarty & Co., agents, New York City, was in Montreal this week.

J. Paquin, of St. Eustache, was one of the callers on the trade in Montreal this week.

Dumont & Bilodeau, hardware merchants, Bromptonville, Que., have dissolved partnership.

E. K. Spinney, Yarmouth, N.S., paid a flying visit to Montreal last week and was a welcome caller at the Hardware and Metal office.

George Morrison, of Callender, Ont., accompanied by his wife, spent a few days calling on the trade on his return from a trip to England.

A. R. Hart, who represents Lewis Bros., Limited., in Manitoba, and the Northwest territories, spent a few days at the head office last week.

D. Russell, representing J. Feige & Co., iron and steel merchants, London, England, is at present on a business trip to Canada, where his firm have many customers.

CHARLES P. ARCHIBALD,

With the Kennedy Hardware Co., Toronto. Awarded first prize for the best suggestions to retailers for hardware business.

Wm. O. Greenway, manufacturers' agent, 13 St. John street, sailed on the Empress of Britain on the 1st inst. on a business trip to the Old Country. He will be absent a couple of months.

Henry Rosseau, was instantly killed on Nov. 5 at the works of the Thomas Davidson Manufacturing Company, Montreal. In some unaccountable way he got caught in the engine fly-wheel, and was whirled around and every bone in his body broken. He leaves a wife and three children.

W. Paterson, formerly of Baxter, Paterson & Co., has opened offices under the name of Paterson, Jenks & Co., at 91 Youville Square, Montreal. The partners in the concern are Mr. Paterson, of Montreal, and Messrs. Jenks & Cottell, of Woverhampton, proprietors of electrical and other stamping mills. Mr. Paterson has also secured some very good agencies, which he intends working in addition to the line above mentioned. These include D. W. Stevenson & Co., Glasgow; Geo. Wolf & Sons, Limited, Bathgate; V. Dugmore Lock Co., Woverhampton; Bless & Drake, sad irons, etc, Newark, N. J.; Geo. H. Bishop & Co., saws, etc., Lawrenceburg, Ind.; John S. Bray & Co., Bridgeport, Conn.; the Dicke Tool Co., Downers' Grove, Ill.

Western Canada.

McNamee & Argue, Crystal City, Man., have sold to J. J. Williams.

B. R. & D. M. Rolph have taken over the business of the Empire Plumbing Co., Winnipeg.

W. M. Gould, hardware merchant, Wetaskiwin, Alberta, has been succeeded by A. C. Gourlie.

T. R. Stuart & Co., hardware merchants, Calgary, who opened a branch of their business in East Calgary last January in charge of J. H. McNeill, report the branch store to have been a success.

A. McPherson has arrived at Medicine Hat to take charge of the hardware department in the Walton Hardware Co. store. Mr. McPherson has been residing in Prince Albert recently, and previous to that was at Indian Head for a time, but gained his experience in a large wholesale and retail establishment in Charlottetown, Prince Edward Island.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Toronto Roofers.

Tisdale & Cameron, Midland, Ont., write: "Kindly furnish us with the names of firms in Toronto who put on pitch and gravel roofs."

Answer—R. Gilday, 34 Victoria St.; W. T. Stewart, 160 Bay St.; Forbes Roofing Co., 91 Spadina Ave.; Douglas Bros., 124 Adelaide St. west, and W. J. Salter, 117 Bay St., are a few of the larger roofing firms in Toronto.—Editor.

Wooden Veneer.

Victor E. Hunt, Tweed, writes: "I would like to know from whom I can purchase a veneer used for putting round a room in place of staining it. I have some call for this class of thing, but do not know where to procure it."

Answer.—Elliott & Sons, Limited, 79 King street west, Toronto, manufacture thin wooden veneer of this kind.—Editor.

HARDWARE AND METAL

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THE SITUATION IN THE WEST.

The situation in the West is very largely the situation of wheat at this season of the year, and the past ten days have seen a good many disturbing elements enter the arena. The money panic in the United States has had a very direct bearing on movement of Western crop, and everyone concerned is praying devoutly that our American cousins will speedily get things in shape and allow the market to settle and conditions assume a more normal tone.

It was well understood that banks had decided on a more restricted line of credit for the whole of Canada, but it was not anticipated that there would be any stringency to affect the rapid movement of the Western crop. It seemed to all concerned the most rational thing to get as much of the crop out before navigation closed, as possible. Within the last ten days lines of credit have been much more closely restricted and leading grain men on the Winnipeg Exchange state frankly and freely that they cannot borrow money from the banks to carry wheat across the lakes from Ft. William, and that all wheat must be paid for on going into store at Ft. William.

Some vessels came in light to Fort William and had to leave for Duluth for cargo, because the men who chartered could not pay for the wheat and the banks would not release it until paid for. Men who have been in the export trade in the West for 20 years, state that for the first time when a cargo has been shipped to a reputable firm in Great Britain, the banks have refused to let them draw against that cargo. This condition is the more marked because the cases were drafts on such cargoes have been refused by Old Country houses, have been very rare.

During the famous Leiter corner, a Winnipeg house shipped a cargo to Liverpool, sold at $1.50 per bushel, and before it arrived the bubble had burst and wheat had dropped to 94c., yet the Liverpool house paid the draft on presentation without question. This season these very shippers have experienced difficulty in drawing against a cargo for even less than half the price at which it has been sold.

The banks are strenuously denying that they are restricting crop movement by these hampering regulations, but the market gives the very most emphatic contradiction to these denials, for on Saturday last, when the spread between cash and May wheat was fully 10c., you could not give cash wheat away on the Winnipeg Exchange, except in the most limited quantities, to representatives of Old Country or Canadian milling concerns, who were willing to take a little high grade stuff. The immediate effect of this policy is to restrict buying in the country.

Line elevators have only in a few instances actually refused wheat, but in self protection they have made the spread between street and track wheat so great that farmers will not sell unless absolutely forced to do so, instead, they order a car and endeavor to ship themselves, and the phenomenal number of cars ordered on this account by farmers is one of the very important factors in the grain blockade which is fairly acute at some points.

The small farmer, the man with less than 1,000 bushels, of which there are a large number this year, is simply "getting it in the neck," for he is obliged to take the low street price.

The weather has been so fine for the past six weeks that many people forget that we are within a week or so of the official closing of navigation, and that so far less than 15,000,000 bushels of the wheat crop has been marketed, against over 27,000,000 bushels at the same date last year.

The railway companies have made an excellent record for crop movement, for while last year, out of the 27,500,000 bushels marketed by Nov. 1st, only 11,475,750 bushels had passed inspection at Winnipeg this year of the less than 15,000,000 marketed, over 10,000,000 bushels has passed inspection at Winnipeg.

Now this stringency in money to move the Western crop, is largely the result of over cautiousness on the part of the banks, but if they carry it too far they defeat their own ends.

It is felt in the West that the trouble has largely arisen out of the fact that the headquarters of banks are in the East, and there conditions are not fully understood, and there is no manner of doubt that this present season and its methods will give an immense impetus to the establishment of purely Western banks, with headquarters at Winnipeg.

MR. IRVING FOR THE SENATE.

T. C. Irving has been suggested for one of the vacant Ontario senatorships. The suggestion is a good one.

Mr. Irving possesses qualities which would make him a valuable addition to the Senate. As Canadian manager of Bradstreets he has acquired a comprehensive knowledge of commercial and financial affairs. He has traveled extensively and knows the Dominion as but few men know it. Twice a year he makes a trip to the Pacific Coast with a view to studying the trade and financial conditions. To his business experience is also added his wide knowledge ol political affairs, having for a generation taken a keen and active interest in politics. For many years he was a personal friend of the late Alexander Mackenzie and was during three election campaigns his financial agent. To these qualifications is added a fund of humor, an asset not to be despised in a public man.

The appointment of Mr. Irving to the Senate would be judicious, and among business men most popular.

FINE WEATHER IN WEST.

Western Canada has been basking in the sunshine of one of the finest autumns on record, while other portions of the Dominion not so favored by Providence have been enduring snowstorms and disagreeable storms. The legend that Western Canada's climate is its drawback is fast being relegated to the lumber room with other dusty relics of an almost forgotten past. We are one nation now in reality as well as in name. Geographically, Winnipeg is the central city of Canada, and very soon it will be the centre of Canada's population. As Canadians become better acquainted with their own country, many misconceptions which have hindered progress will disappear.

SUGGESTIONS FOR HOLIDAY BUSINESS

Prize Article Written for Hardware an d Metal by Charles P. Archibald, Toronto, a Young Wholesale Hardware Cl erk.

To increase the sale of holiday goods the merchant should get the public interested in his store, as early in the season as possible. He should impress upon the people the advisability of buying early while the stock is complete, thus having a much better selection. Children should be attracted to the store—get them interested and you get their parents interested. If goods are attractively displayed inside the parents generally discover something they want. Saturday should be devoted to special attractions for children, and well advertised in the daily papers.

Employers should insist on clerks being neatly dressed, and showing politeness to customers at all times. Too much time should not be given to friends while other customers are waiting.

Novelties suitable for Christmas gifts should be specially stocked; also whips, horse blankets, sleds, skates, snowshoes, hockey sticks, guns, revolvers, and sporting goods, while silverware and all lines of cutlery, razor strops and brushes should be "pushed," as they are profitable lines. Then the housekeeper should not be forgotten and such articles as food choppers, bread and cake makers, asbestos and Mrs. Potts' irons, and nickel and brass goods should be kept in view.

When a customer goes into a store for a certain article, he wants to get out again as quickly as possible. To facilitate this the store should be divided into departments, goods well displayed, and plainly priced. Every clerk should have a good knowledge of the stock carried and know where to find everything in his department.

If show cases are not available, skates and nickel-plated and tin goods can be attractively shown on tables covered with blue or green canton flannel. Goods so displayed should be kept free from dust and well polished, as shabby samples give customers a bad impression even if the goods on the shelves are new.

Methods of Advertising.

A series of special attractive advertisements should be inserted in the daily papers calling attention to different good selling lines. Booklets could also be distributed throughout the district. But a merchant's best advertisement is his window display. Too much stress cannot be laid on this end of the business. Cutlery and sporting goods are always good Christmas attractions.

An attractive window can be made to represent a hunting scene by covering the floor with cotton wool, to represent snow, and putting in a few small spruce or cedar trees. A stuffed fox or beaver can be shown caught by the foot in a game trap, while in the bushes on the opposite side a dummy hunter, with rifle ready to shoot, would be appropriate. No goods should be shown in this window, as it would spoil the effect.

The living room of a sportsman's camp could also be built in a window showing guns, rifles, cartridge belts, game traps, hatchets, and hunting coats and caps hanging on the wall, a couple of pairs of boots and some duck decoys on the floor, a small table with some campers' outfits and supplies on one side and a small camp stove on the other. Care should be taken to have a certain air of carelessness about this window.

Hockey Window Trim.

A good skate window can be made by showing a dummy hockey player, with a background of skates, hockey sticks and pucks, shin pads, etc. A good imitation of ice can be made by placing glass over cotton wool. The same idea could be used to display snowshoes and moccasins to advantage. A good effect can be obtained by stringing cotton wool on invisible wires to represent a snow storm.

A cutlery and silverware window should not be overlooked. A small window may be used to advantage in displaying a few lines of good silverware and pearl goods against a white background.

Just about Christmas nothing will attract the children like a real live Santa Claus. A dummy Santa Claus could first be put in the window seated in a sleigh piled high with presents, and drawn by a reindeer. A day or two later this display should be taken out, and replaced by a room with a small Christmas tree, on which are hung stockings labeled with the names of the different members of the family. Santa Claus should then appear through a fire-place at the back, at an advertised time, he hanging the presents on the tree and filling the stockings.

Care should be exercised when trimming a window not to put too much in it, as good effects are very often spoiled by over-crowding. If the window space is small the best plan is to change it more frequently. Goods displayed in a window (except in a Santa Claus window) should be plainly priced. The public appreciate this, and it saves the clerks' time.

The practice of giving souvenirs to customers, I would say, should be avoided as much as possible, as cheap souvenirs are not appreciated, and good attractive souvenirs run into a good deal of money, from which, in many instances there are no returns.

CHRISTMAS WINDOW ADVERTISING.

The article published on this page from the pen of Charles P. Archibald contains some practical suggestions for hardware merchants who are giving some thought to plans for increasing their holiday business next month.

As a rule, much of this planning is left until the last moment, but if close thought is not given to selling plans, store display, window trims, booklet and newspaper advertising before November is over the result of the neglect will be felt by the merchant when he totals up his December sales.

Mr. Archibald's article is not as complete as it might be, mere reference being made to some branches of the subject. For instance, more might well have been written on the special lines of goods to stock for holiday trade. He has rightly devoted particular attention to the subject of window advertising, and his suggestions will undoubtedly be adopted by many hardwaremen who have in the past neglected this important branch of the selling end of the store business.

Other articles submitted to the editor in the competition just closed will be published in the next three issues of Hardware and Metal. The number of replies to the offer of a $10 prize were, however, disappointingly small.

In spite of this fact another competition will be announced in next week's paper, another $10 prize being offered for the best photo of a Christmas window display made up of hardware articles, an additional offer being made of $1 for every photo sent in for the competition and accepted for publication. A condition in awarding the prize will also be that samples of newspaper advertisements accompany the photos.

Hardware clerks throughout Canada should be encouraged by the winning of the present competition by a young wholesale clerk only twenty years of age. Mr. Archibald's father formerly conducted a retail hardware store at Antigonish, N.S., and later represented the Portland Rolling Mills, St. John, N.B., on the road, being now Canadian traveling representative for the Nicholson File Co., Port Hope. Mr. Archibald, junior, had his first hardware experience with the S. Hayward Co., St. John, being later with Rice Lewis & Son, and at present with the Kennedy Hardware Company, Toronto.

A. L. Howard & Co., Capelton, Que., have been registered as manufacturers of explosives.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Antimony—Continues firm.
Copper—Stronger.
Linseed Oil—Unchanged.
Tin—Market strong.
Old Materials—Little change.

Toronto.

Turpentine—Declined 4 cents.
Brushes—Prices advancing.
Builders' Hardware and Tools—Nickle-plated articles higher.
Pig Iron—Decline in Old Country.
Ingot Tin—Holds firm locally.
Copper—Market continues strong.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 8.—A satisfactory business is being transacted in seasonable hardware commodities for the first week in November and during the past few days some good orders for winter goods have been turned in to local jobbers by their traveling salesmen. As a considerable amount of this year's grain crop has already been converted into cash, money is not nearly as scarce in the west as it was a few weeks ago and trade with that part of the Dominion is daily becoming more satisfactory to eastern jobbers. As lake and river navigation cannot now be depended upon to last much longer, heavy consignments of hardware are being pushed through to retailers in Northern Ontario and Western Canada in order that these merchants may enjoy the cheaper freight tariffs afforded by marine transportation.

Screws—A heavy demand exists and while manufacturers are doing what they can to catch up with the trade, the scarcity in a number of sizes is still very marked and supplies are not improving as rapidly as was expected. Among the larger sizes of screws, those used in electrical construction are the scarcest, while among the smaller sizes hockey skate screws are the hardest to procure, though fortunately most jobbers placed their orders early for this latter class of screws and therefore have a fairly adequate supply on hand. Prices remain firm and unchanged.

Nails—A splendid business is being done in wire nails and as a plentitude of supplies exists in almost all sizes, jobbers can obtain reasonably prompt shipments from the makers. Prices are unchanged.

Bolts and Nuts—Sales for the past week have been heavy, but manufacturers are now in a much better position to meet the strong demand from the trade. The class of iron which enters into the manufacture of nuts is still very hard to obtain, but otherwise the situation has greatly improved during the week. The recent advance in price is well maintained.

Nickel Plated Tools—Owing to the fact that the Toronto customs appraiser has placed a new interpretation upon the new Canadian tariff which came into effect last year, the import duty on nickel plated tools and other hardware has been raised from 30 to 35 per cent. As a result of this increase in the duty all nickel plated hardware is likely to advance and "Yankee" tools are already quoted approximately 10 per cent. higher.

Sporting Goods—A brisk business is being carried on in fall sporting goods and a leading Toronto sporting goods merchant to-day made the statement to Hardware and Metal that last week's aggregate sales were larger than those of any week since he has been in the business. The sale of guns and ammunition is being well maintained and trade in traps and winter sporting requisites is opening up well.

Stoves and Ranges—The mild and open autumn has adversely affected the trade of stove merchants and the latter are now looking for colder weather to give an impetus to buying and thus enable them to move out their stocks.

Fall Goods—Shovels and picks are selling fast and many sorting orders for these have been received during the past few days. Improvements to water and sewage mains all over the province have served to stimulate this trade. Sales of cutlery and silverware have made an excellent showing during the week and, as the Xmas season approaches, cased goods are daily coming more into demand. The cool and wet weather which prevailed during the first of the week resulted in an enormous sale of mitts, gloves and workmen's reversible waterproof jackets and caused a number of repeat orders to come in to local jobbers for this class of goods.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 8.—Considering conditions, generally, trade is very satisfactory, maintaining as it does the improvement noted last week. The coming close of navigation naturally tends towards a greater influx of orders, so that the goods may be squeezed through before the winter rates tell their painful tale. But apart from this factor, there is evidence of a general improvement all the way round, and travelers are still out on the road—a very good sign indeed.

Money seems to be easier, and complaints as to tardy collections are being modified.

Screws—Makers have still more orders than they can handle, although the factories have been kept at high pressure to overtake the demand. The cry for the small sizes in general use still continues and goes unheeded. It is almost impossible to secure small screws. Prices continue firm.

Fall Goods—The demand for lumbermen's supplies and prospectors' outfits continues, and good business is anticipated in this direction.

Cutlery and Silverware—Brighter conditions still prevail, and the demand is growing with the approach of the winter months. Prospects are most encouraging.

Sporting Goods—The gun trade is almost finished for this year, and along with this goes a diminution in the ammunition demand. Sleighbells, skates, hockey sticks are all moving freely with the coming approach of the winter season. Weather strips are in greater demand.

Bolts—Bolts are quoted a little lower this week, the result of a balancing of prices.

Stoves and Ranges—The increasing severity of the weather, as well as the strong building operations, considering the time of the year, has made the demand most healthy. Factories are now working to their utmost capacity.

MONTREAL METAL MARKETS.

Montreal, Nov. 8.—There is a brighter tone to the metal market, and the outlook is much more promising than at one time seemed scarcely possible. The strengthening of copper, and the growing opinion that the price will now rise steadily have added a stimulus to trade. A rising market induces buying, and the steady improvement in copper is having a good effect. It is believed that business will steadily increase in volume up to December at any rate. After that month it may slacken for a time.

Pig Iron—Business is still on the satisfactory side, and seems likely to continue so. A reduction in English pig iron has occurred, but was too late to affect quotations in this side. Cleveland warrants are quoted at 49s 3d. Local prices are unchanged. Middlesboro, No. 1, $21.50; No. 3, $20.50; Summerlee, $25.50.

Antimony—There is no change in the market. The demand locally maintains its firmness despite the weakness in the American situation.

Ingot Tin—Business is still on the moderate side, and no decided change either one way or the other is anticipated. The market in England still maintains its firmness, the closing price being about the same as last week.

Lead—On account of lead price going down slightly in the Old Country, business has increased, and is expected to keep this trend up till the end of the year.

Spelter—Is a shade higher. The demand continues quiet.

Copper—The highly satisfactory advance of last week has been maintained, although the jump has not been so great. It is not now anticipated with the improvement of the money market across the border, and the great flow of gold into the treasury, that there will be a relapse. Copper is quoted at 15 cents

in the States, the price locally being 16½c.

Old Materials—Copper is higher in sympathy with new copper. Brass founders are rather short of metal so that there is a good demand, but holders are chary at accepting present prices. Heavy copper and wire, 12c; light copper, 10c; heavy red brass, 11½c; heavy lead, 3½c; machinery cast scrap, $16; old rubbers, 9c.

TORONTO METAL MARKETS.

Toronto, Nov. 8.—The week has seen a weakening in the leading metals on the London market, pig iron, ingot tin and copper being all quoted considerably below the prices prevailing a week ago. The advanced rate of discount quoted by the Bank of England is undoubtedly responsible for the decline and a reaction is looked for before the end of this week.

In spite of the foreign weakness the general condition of the metal market seems to be strengthening, the feeling being general that the climax has been passed and from now on matters will improve. Copper has held firm at last week's advance, tin has withstood the storms of the speculative market fairly well, and iron is both too scarce and firm in this country to suffer much from the movements in the money market. Jobbers report collections fair and expect to report a steady improvement from now on; the tightness of money having curtailed speculation and forced conservative buying. An early recovery to normal conditions is generally looked for.

Pig Iron—A decline of over four shillings in the British market has not been followed here, prices being as low as the iron can be imported for. The going into effect of winter rates will mean an additional cost of three shillings to importers. The drop in the Old Country has brought prices down to the lowest point of the year. Jobbers do not look for further reductions, pointing out that the Canadian furnaces are unable to keep pace with the demand and the stocks in Great Britain have been greatly reduced. The Deseronto furnace has re-started, the Midland furnace will be in operation again in another month and the new Hamilton blast furnaces will soon be in full operation. We make no changes in our quotations for pig iron: Midlesborough, No. 3, $22; Summerlee, $25.50. Bar iron continues at $2.25 net.

Copper—Last week's advanced price has held firm without a break and in London copper has suffered less than iron or tin. The market can be considered strong at 15 cents in New York. Buying is always encouraged by a rising market and while the volume of business at present prices of about 16 to 16½ cents in Toronto is not so great as in the few days that prices were hovering around 14 cents, still jobbers report a very satisfactory buying movement.

Tin—A decline has occurred in London following the Bank of England advance in discounts. In Toronto jobbers report a seasonable business at 36 cents to 37 cents, stocks being low owing to the lateness of the season. The American Metal Market Report says: "There is a difference now of only 90 tons between the present visible supply and that of a year ago, and as the price of tin at present is about £50 per ton lower than it was a year ago, the article ordinarily might be considered on a strong basis, and is probably so regarded abroad. There is a feeling here, however, of pessimism regarding the outlook for consumption, and in consequence the present price is regarded amply high. Futures abroad are now nearly £2 per ton higher than spot, but consumers could undoubtedly find sellers in New York for future delivery at equivalent to about £2 per ton lower than the spot price."

Sheet Metals—Bookings for 1908 have commenced, many buyers feeling that the recent declines have brought prices down to a safe buying point. Some dealers will hold off until after the New Year, being willing to play a waiting game. A turn of the market in tin would, of course, stimulate buying just as it has done in the copper market.

Lead, spelter and antimony remain steady with the market comparatively dull.

Old Materials—Dullness continues, with prices about as revised a week ago. Iron is inclined to be weak with copper and brass strengthening.

LONDON, ENG., METAL MARKETS.

London, Nov. 6.—Cleveland warrants are quoted at 49s. 10d., making prices, as compared with last week, 4s. 10d. lower.

Tin—Spot tin closed easy at £138 10s. for spot and £140 10s. for futures, making prices as compared with last week £11 lower on spot, and £10 5s. higher on futures.

Copper—Spot copper closed at £63 12s. 6d. for spot, and £63 for futures, making price as compared with last week 7s. 6d. lower on spot and £1 lower on futures.

Spelter—The market closed at £21 15s., making price as compared with last week unchanged.

Lead—The market closed at £18, making price as compared with last week 5s. higher.

U. S. IRON AND METAL TRADES.

New York, Nov. 7.—The Iron Age says: The danger of a severe collapse in security values, which would have followed forced sales of a part of the pooled Tennessee stock pledged for loans has brought about the transfer of the control of that company to the United States Steel Corporation. The latter for the first time enters the Southern field and acquires the largest single interest, which is just rounding out extensive improvements at the furnaces, steel works and rolling mills. The magnitude of these improvements is not generally appreciated, and the capacity of the works when completed has been usually underrated. The Steel Corporation is expected to carry the improvements under way to completion, and will then possess a plant capable of producing about 40,000 tons of open hearth rails per month.

For the first time the Steel Corporation, by the acquisition of the Tennessee property, has a moderate interest in the merchant pig iron market. Until now the corporation has not made or sold any foundry iron. Now it will be a seller to the extent of the steadily diminishing output of the Tennessee Company of merchant grades. This during the current year has amounted to about 20,000 to 25,000 tons a month.

The sales policy of the present management of the Tennessee Company has been a conservative one since it has held control, so that there is not likely to be any revolutionary change in methods under the Steel Corporation. If anything the entry of the latter into the merchant iron market may be influential toward increasing co-operation among sellers. In the steel trade the transfer of control means increased concentration.

It is amazing how swiftly the iron trade is adjusting itself to the conditions created by the happenings in the money markets. Plants are shutting down right and left, or are reducing output, as the result of a consensus of opinion among makers that such is the soundest course. There seems no disposition to keep running full by attempting to seize work at the sacrifice of prices, nor any desire, even where money conditions admit of it, to pile up stocks.

A large number of furnaces have shut down, or are about to do so, coke ovens and steel plants have been stopped partially or wholly, and rolling mills are reducing output.

Coupled with this movement there are appearing in increasing number notices of reductions in wages, ranging from 5 to 10 per cent., and it seems probable that this action will become quite general.

During the week there have been a number of conferences among makers in different lines, looking toward harmony of action in meeting the sudden contingencies which have arisen. It is not a question of reviving in form or in methods some of the old pools or of directly regulating prices.

Little can be said about the markets, which have not been seriously tested, since new business has been almost wholly suspended until the financial situation had been cleared up. There is little or no effort to force crude iron or its products upon the market. On the whole, the iron trade is in excellent shape. It has been working toward an expected relaxation ever since spring, and it is only the suddenness of developments in the money markets which has been somewhat disconcerting. There have been very few commitments, outside of coke and ore, beyond the current year,

and there is therefore no dangerous load anywhere suspended above the markets. The general decision to contract operations promptly removes the danger that stocks may pile up in the near future.

U. S. METAL MARKETS.

Cleveland, O., Nov. 7.—The Iron Trade Review to-day says:

Overshadowing all other considerations, the financial situation has absorbed the attention of men in every line of trade. More important in the face of existing conditions of credit liquidations and retrenchment are ways and means for securing present stability than any plans for future extensions of business. The money situation, while stringent to the point of discomfort, is recognized sound and a spirit of co-operation and commendation meets measures that have been taken to insure preservation of same conditions.

In spite of the dullness of the market, the production of finishing mills has continued at a record-breaking rate in numerous plants, the production of the Illinois Steel Co. being especially noteworthy, while the output of the American Bridge Co. has made a new record, being over 60,000 tons, of which only about one-third was sold. Signs of weakness in some finished products, especially steel bars and plates, have been accompanied by declarations of the determination of manufacturers not to reduce prices, and it is probable that very few concessions will be made on these products. Bar iron is weak, but in the central west efforts are being made to support the market, and with some success. Cast iron pipe is quoted at $1 per ton lower. Some buyers of wire products are asking for delay of deliveries, but business is still very good.

PIG IRON AND SCRAP PRICES.

Dealers in scrap iron and steel, as well as consumers, have long sought to formulate a relationship between the value of pig iron and the different grades of scrap, and have always been signally unsuccessful. It is as easy to see why the various formulas have been wrong, as it is difficult to establish any permanent relationship. Scrap dealers, of course, have their talking points, for use in negotiation, but the price finally established is made purely by barter. Particular interest is attached to the question of relationship between heavy melting steel and basic or Bessemer pig iron. Some dealers assert that melting scrap is worth 15 per cent. more than pig iron, and cite statements of melters to prove the contention. The argument, however, never influences the purchaser, who has always been able to buy at less than this relation. Other dealers, who desire to bring the talking point nearer to the subject at issue, claim equal values for scrap and pig iron. On an average, however, scrap has for years been selling for less than the price indicated by this relation.

The trade at large is quite well convinced that the future has in store lower rather than higher values for iron and steel commodities, and particular interest attaches to the prospective move terest attaches to the prospective movement in scrap. The basic open-hearth steel industry in this country this year reaches the point of producing 10,000,000 of tons or more of ingots and castings, and there is involved the consumption of several million tons of scrap in the manufacture. The production of basic pig is at the rate of a little over 5,000,000 tons a year, but the remaining 5,000,000 tons of material is not scrap which passes from seller to buyer, since a certain amount of ore is used, and a great deal of scrap is consumed which originates either in the basic open-hearth steel plant itself, or in other steel plants under the same ownership, so that there is no necessity of any market value being placed upon it.

In the ultimate analysis, market values of both pig iron and scrap are determined by the relation between demand and supply. The demand for scrap and the demand for pig iron, for use in basic open-hearth furnaces fluctuate more or less evenly, over short periods, but there is no relationship in the supply of these two commodities. It is chiefly this fact which prevents the formulation of any rule disclosing a relationship in market values.—The Iron Trade Review.

DESERONTO FURNACE RESTARTED.

The blast furnace of the Deseronto Iron Company at Deseronto, which has been closed down for over a year, has been re-started. This furnace, which, for years enjoyed a very high reputation for charcoal pig iron, was obliged to shut down last year on account of being unable to secure a proper supply of charcoal. They are now running on coke iron, producing both malleable, bessemer and foundry iron of high quality. A. C. Leslie & Company, Montreal, are selling their output.

A NOVEL GRATE DEMONSTRATION

Something quite novel in the stove display line is being shown in the window of R. and W. Kerr, Limited, Montreal, for the purpose of demonstrating their Regal Grate. They recognize the fact that the fire box is a feature about a stove which is difficult to explain on window cards. A cut section of the range showing the fire box end, with their special rocker grate in operation, appears in the window. A flash lamp is ingeniously placed below the grate and gives the idea of fire; as well as attracting the eye of the passerby. It is particularly attractive at night when all the other lights are out, and many pedestrians stop to admire it. Attached to the shaker, which is constantly in motion, is a small card on which is printed some catchy phrase. This card is changed every week, and what will appear next is the cause of much interest. On the card this week is printed:

"The Regal Grate,
Its up to date."

Although it takes some time and costs considerable to exhibit in this way, the featuring of stove parts pays a dealer handsomely in the end.

Make show cards do some of your talking for you. Put them on some of the stoves you have on display, calling attention to the strong points Here are some samples: "Notice the hot air flue inside this stove"; "This fire door is large enough to take in a good big stick of wood"; "Not too much nickel—just enough for looks"; "This magazine will hold a lot of coal"; "Notice the grate—latest invention."

UNDER THE WINDING UP ACT

In re The Mica Boiler Covering Company, Limited, in Liquidation

Sale by public auction on the premises of the above insolvent Company at **86-88 Ann St., Montreal**, on **Wednesday, Nov. 20th, 1907**, at **10-30 a.m.**, of the following assets:

Lot 1.—Office Furniture, consisting of Desks, Chairs, Safes, Underwood Typewriter, etc..	$ 205.00
Lot 2.—Moulded, Asbestos and Mica Pipe Coverings, Mica Slabs, etc	2911.83
Lot 3.—Machinery	472.00
Lot 4.—Mill Supplies, consisting of Packing, Netting, Waste, etc.	1799.24

Lot 1 to be sold in detail, lots 2, 3 and 4 en bloc.

Terms cash, 10 per cent. upon adjudication. Stock may be seen upon application to the Liquidators.

MARCOTTE FRERES, Auctioneers

WILKS & MICHAUD, Liquidators
205 St. James St., Montreal

QUEBEC AND MARITIME PROVINCES

Death of a Well-known Hardware Broker at St. John—A Quebec Merchant's Novel Business Bringing Plan.

QUEBEC CITY.

Quebec, Nov. 4.—A brisk trade is moving in seasonable hardware. The outlook continues to grow brighter as the season advances and dealers will have no slack before the closing of navigation. Values in all lines are very firm. All the plumbing firms are rushed in the installation of many steam and hot water heating plants.

* * *

The Quebec Board of Trade has asked for an improved ferry service between Quebec and Levis. John S. Thorn and W. J. Thompson have just returned from visiting several points in the United States and Canada, where they made inquiries into and inspected the freight car ferries and slips in use. Considerable data and particulars regarding the different car ferry services were collected by the two gentlemen, which will be laid before a meeting of the board of directors of the Quebec & Levis Ferry Co., shortly.

* * *

According to the Halifax correspondent, a novel scheme has been adopted by a hardware merchant in that city. With each fifty cent purchase a numbered check is given for which the holder of the lucky one will be presented with a prize. This is a very good idea. In Quebec a plan which has been used with success is to remit to every ninth purchaser the amount of his or her purchase. This idea had a great success here in another line of trade, the proprietor of that establishment saying that in one week he had transacted the volume of business he usually does in three weeks.

* * *

Brousseau & Son, plumbers, have in hand very large contracts for installing hot water heating systems. One of them has a great many men occupied at the Victoria Hide & Skin Company's building at Limoilon, near Quebec.

HALIFAX, N.S.

Halifax, N.S., Oct. 28.—The fall hardware trade here this season is not very brisk. Up to the present it is considerably below that of last year. The jobbers cannot assign any special reason for this slackening off in business, as lines of industry throughout the province seem to be prospering. The uncertainty of prices may have something to do with the change, as there is a possibility that some of the buyers may be holding back their orders. Collections are about up to the average, a fact that is considered good, owing to the present state of the money markets. Zinc is high, being quoted at $7.50 for cask lots and $8 for less than casks. Pig lead in large quantities is worth about $5.75 per 100 pounds.

Last Friday ingot tin was quoted here at 37 cents, to-day it jumped to 40 cents, and there is a possibility that it will go still higher. Copper is down and the jobbers decline to quote prices. Manila rope also shows a decrease, being quoted at 14½ cents base and British at 11½ cents. Lobster rope is quoted at 13¾ cents and the sales are good. The demand for arms and ammunition this season has been unusually heavy. Game has been exceptionally plentiful, and sportsmen have been out in large numbers.

* * *

The strike of the miners at the Springhill collieries has practically paralyzed the business of the town. Everything is at a standstill, and while 2,000 miners are walking about in idleness the whole country is crying out for coal. In the town there is hardly a pound to be had, most of the people being obliged to use wood, and there is also a great scarcity at St. John which consumes a large quantity of the product of these collieries. The company has had to turn down an offer of 60,000 tons for the Intercolonial.

* * *

Recently the Dominion Steel Company at Belle Island were short of ore, due, it is said, to not having sufficient pockets to store it. In order to prevent a similar happening, the company is contemplating the converting of a natural gulch in the Island into a pocket, and plans for the construction work have already been prepared. This natural pocket will have a holding capacity of about 30,000 to 40,000 tons of ore, or about five steamer loads. The company, however, has plenty of ore mined, but did not have it on hand at the piers, to load the steamers without delay.

* * *

In a short time coal will be conveyed from the rich new colliery of the Nova Scotia Steel and Coal Co., known as No. 4. The construction of about two and a quarter miles of railway to the new mine, which connects with the rest of the company's works, is nearing completion, and this week work will be started on the new bank head.

* * *

Mitchell & Sutherland, who are constructing a waterworks dam at Amherst, expect to complete the work about the first of November. Up to date they have used 5,500 barrels of Portland cement.

* * *

Good progress is being made with the plant of the Silliker Car Works in this city. Four large buildings are nearing completion, and if the weather holds favorable the company expect to have the plant in operation by the first of the year.

* * *

Halifax, N.S., Nov. 4.—Owing to the American Net & Twine Company increasing the scale of prices on nets, some of the local jobbers have decided to purchase their nets in the English market, and one shipment has already arrived. Heretofore the American company sold its nets at a flat rate, but now a change has been made. According to the new scale, the American two-inch mesh costs more than the three-inch English mesh. The jobbers have been confronted with serious objection by the fishermen, to the increased prices and it is to overcome this that the jobbers are buying in the English market. Trade is fairly steady, and prices are firm. Prices on the whole are said to be very satisfactory.

* * *

Samuel E. Guy, a well-known and highly esteemed citizen, died at his residence in this city to-day, aged 46. Mr. Guy was identified with the hardware business in this city all his life. When quite a boy he entered the employ of the large wholesale house of Stairs, Son & Morrow, Limited, as a junior clerk, and for more than thirty years he remained with that firm. At the time of his death and for several years previously, he had been confidential clerk, being trustworthy and always attentive to the firm's interests. He had been ill for about six months, and is survived by a widow and five children. Out of respect to the deceased, the establishment will close down its business tomorrow afternoon, so as to permit the heads and the employes of the firm attending the funeral.

* * *

Harry Graham, for years prominently connected with the coal and iron industries of this Province, and assistant general manager, and a director of the Nova Scotia Steel & Coal Company, died at New Glasgow, N.S., last week, aged 59 years. He was a sterling citizen, and his death is a deep loss, not only to the town in which he resided, but to the whole Province. He was at different times associated with the Nova Scotia Glass Company, the Black Diamond Coal Company, the Acadia Coal Company, the New Glasgow Iron, Coal & Railway Company, and finally with the Nova Scotia Steel & Coal Company.

* * *

Hugh McKinnon, of Sydney, left last week for Montreal, where he is to become superintendent of the Transcontinental Railway for McDonnell, O'Brien & Company.

* * *

George Perrier has been awarded the contract for the plumbing work in connection with the $30,000 fire station which the city is now erecting at the corner of Morris and Robie streets.

ST. JOHN, N.B.

St. John N.B., Nov. 5.—Business here is keeping up wonderfully well. Last month was particularly good, and the outlook is very bright. Speaking with several of the merchants they talked optimistically of the outlook, and expressed confidence in the very satisfac-

tory state of business all through this section of the country. All the reports going abroad now of "blue ruin" do not by any means apply to New Brunswick, say the hardwaremen and, in fact, all merchants. Collections are fairly good, and considerable quantities of goods are moving out.

* * *

There is a good demand for all seasonable lines, such as horseblankets, axes, hatchets, stoves, stovepipe, etc. Shortages in these lines are not as bad as they have been, supplies coming along quite freely now.

Woodenware has advanced slightly, but otherwise there are practically no changes in prices.

The lumber trade is a little dull just now, and the partial failure of the potato crop has had some effect on the trade, but nothing very noticeable.

* * *

The death of John J. Barry, hardware broker, occurred on Oct. 30. Mr. Barry was well known in the business world. For about twelve years he was employed as traveling representative of W. H. Thorne & Co. having been the first of the firm's travelers to go to the North Shore, where he practically opened up their business. Severing his connection with the firm, he formed a partnership with William A. McLauchlan, and under the firm name of Barry & McLauchlan, conducted a general hardware business in this city for four years, after which he spent about a year and a half in the West, visiting among other places, Montana, Oregon and Washington. Returning to St. John, he opened an office at 38 Dock street, where he carried on business as a hardware broker until his death.

* * *

An effort is being made by Reid McManus and others to start work on double-tracking the I.C.R. from Moncton, as the original contractors are unable to proceed.

Contractor Corbet expects to break ground on the G.T.P. construction from Moncton to Chipman in a few days.

* * *

St. John is to have another steamship line. It is known as the Scotia Steamship Co., and will operate a line of steamers between St. John, Halifax, Cuba and the principal Jamaican ports. Furness-Withy are agents at Halifax and Wm. Thomson & Co. will have charge of the business at this port. Two steamers will be utilized in the service, the Senator and Amanada. They are both practically new boats, designed especially for trading to the West Indies. They are splendidly ventilated throughout, ensuring safe transportation for perishable goods in the warm climates to which they sail, and steam pipes provide a proper temperature in the colder climes. They will make fortnightly sailings.

REPORTED BY ONTARIO CORRESPONDENTS

Dead Beats, Co-operative Store Competition and the Necessity of Retail Organization Interestingly Discussed by Our Hamilton Correspondent—Chatham Merchant's Novel Methods of Advertising.

KINGSTON, ONT.

Now is the time of the year when many citizens cast aside the harness of business, clean up their old rifles, or purchase a new one, and, with their dogs, travel forth, well prepared with a good supply of ammunition, to the deer-haunted wilds. In Kingston the annual departure of hunters is just now at its height, they have had excellent weather so far for their sport, but have not been gone long enough to ship much of their game home.

* * *

The various hardware dealers in this city report business very good at present, especially in the stove line. A great many furnaces have been installed so far this season in the city and surrounding country. The plumbers are all very busy still and are likely to continue this way for some time, as work in their line looks very promising. The sporting trade still holds good and there has been a great demand for all lines of ammunition the past week.

* * *

The death occurred here on Monday afternoon of an old and much respected resident of this city, in the person of Mrs. Arthur Chown, in her eighty-fifth year. The deceased was the mother of A. F. Chown, of the firm of A. Chown & Co., also of Oliver Chown, of the firm of Edwin Chown & Son, wholesale hardware merchants, Bagot street. Both stores have been closed for a few days on this account. The funeral took place on Wednesday.

* * *

Alderman Angrove, of the firm of Angrove Bros., sporting merchants, Princess street, along with a couple of his friends, intend leaving the latter part of the week for an automobile trip through the west and other parts.

* * *

The building of concrete walks in Kingston was concluded for the year on Monday, six walks scheduled remain unbuilt. Many miles of these new walks have been laid this year, and very few of the old board walks are now to be seen. There has been a larger quantity of cement used here this year on that account. The work will again be commenced early in the spring to complete the building of concrete walks and do away with the old board walks entirely.

McKelvey & Birch have a fine display of plated wares in their window this week, consisting of berry spoons, cold meat forks, gravy ladles, carvers in fancy cases, table and dessert knives, and forks and spoons in a large range of patterns. This line of goods makes a very attractive window, and there is probably no better advertisement than a well dressed window, as it draws the attention of nearly every passerby.

HAMILTON, ONT.

Hamilton, Ont., Nov. 5.—"The local hardwaremen are not troubled much with dead beats, are they?" a well-known hardware dealer was asked a few days ago.

The hardwareman looked the questioner over carefully and then answered:

"We're not, eh! Why the city is full of them."

Continuing, the gentleman in question went on to explain to your correspondent, for he was the questioner, the difficulties which the retail hardwaremen of Hamilton have to contend with in the way of the dead beat. He said the members of his trade had more dealings with the dead beat than probably any other class of merchant. Strange to say, the fellow who was absent-minded enough to forget to pay his bills, was found mostly in the least expected place—among the building tradesmen. They were not confined to any one branch of this trade, but were pretty evenly divided. The shop-keeper stated that it was a common occurrence to have a painter or a carpenter or some other member of the building profession, go to him and ask permission to open an account. In most cases the off-hand request is refused and then the purchaser gives a pretty substantial order for which he agrees to pay at the end of the week. The first time this is done the bill is paid in jig time—or sufficiently fast enough to imbue the store-keeper with confidence of the purchaser's reliability. The second time the request is made the builder asks for a little longer time or until so-and-so makes a payment on such-and-such a contract. The request is probably granted and finally the hardwareman finds himself with a very substantial account against the purchaser with no sign of immediate payment. It is not good policy for him to raise a big fuss and attempt to take the bull by the horns or else the purchaser is liable to kick and refuse to toe the mark at all. But the gentleman in question assured your correspondent that the members of the building trade were not the only ones, if they were the worst offenders. They were spread throughout all classes of hardware users.

"What, in your estimation, is the best way to combat these people?" was asked the dealer.

"Don't let them get on your books," was his curt reply.

Appropos of the dead beat question several local hardware dealers were

questioned as to the prospects of establishing a local retail hardware dealers' association. The concensus of opinion was, that that was one of the most important requirements of the local hardware trade, but it was generally admitted that because a few of the dealers did not take kindly to such an organization it was impossible to organize effectively. When the dead beat matter was mentioned in connection with the subject one merchant stated that an association would obliterate this type of purchaser entirely. In fact, the matter would merely resolve itself to this —the man who would not pay his debts to one dealer would be boycotted by another as far as the credit system was concerned and he would find it decidedly more advantageous to pay up promptly. Further than this, an understanding between the dealers would result in a better equality of prices. It was brought out that already attempts have been made in this city to organize the retail hardware dealers, but without avail. Nine-tenths of the dealers were in favor of forming an association, and while the other tenth looked upon the idea as a good one they refused to allow their names to be coupled with it for fear of injuring the feelings of some of their customers. On the other hand, there were a few skeptical dealers who, unfortunately, believed that the compact would not hold good with some of the other dealers who might join the organization and that breaches of faith would render the services and objects of the association obsolete. Some of the local dealers belong to the Ontario Association, but it is hoped that the day will not be far distant when they will see fit to organize among themselves.

* * *

There is one branch of the hardware trade which seems to be looming up and which is the object of much consideration from the other branch and that is the co-operative system of buying and selling hardware. The question has been asked many times, "Does this co-operative plan of selling hardware materially affect the retail hardware merchant?" Your correspondent has learned that locally the answer to this query is, "Yes, with regard to the country trade." The co-operative system of selling goods is conducted through a stock-holding arrangement. The purchaser, as a rule, buys a certain amount of stock in one of these companies and each time he makes a purchase he is allowed a discount which he receives with his payment on the stock. The principal users of this scheme are the farmers and as some of them buy nearly all their goods in this way they also find it convenient to secure their hardware in the same manner. As the average retailer knows, the farmer is a customer not the first to be overlooked, and when this class of purchaser deals largely on the co-operative plan it means a big cut into the trade of the retail hardwareman. One phase of this system which may strike many members of the hardware trade as being peculiar is how these concerns manage to sell their goods cheaply and below the average cost, providing they do so. The general run of retailers do not, as a rule, find it convenient to knock off a few farthings on an article of hardware and it seems surprising on the face of it that the class of dealers referred to make what looks like a desperate attempt at price-cutting.

* * *

The latest company to be incorporated with head offices in this city is the Automatic grain Shocker Machine Company. The new company has a capitalization of $100,000, and it is organized to manufacture and deal in all kinds of machinery, farm implements, shockers, vehicles and tools of every description. The incorporators are: C. T. Grantham, Adam Zimmerman, John Alexander Turner, Thomas Arthur Woolley, and Herbert Fox of this city and Arthur E. Osler of Toronto.

* * *

The F. W. Bird paper manufacturing company, which moved to this city a year ago, has found its business increasing so rapidly that its present building has grown too small for its requirements. The plant is working 24 hours a day now and a hurry-up addition has been made to the building at a cost of $3,600. An automatic sprinkler system has been installed throughout the building.

* * *

A fire broke out in the premises of the Hamilton Facing Mills about 8.30 on the morning of Thanksgiving Day, and did about $3,000 damage to the plant. The cause of the fire is a mystery as the watchman had been through the place only a short time before it was discovered. The greater part of the damage was on the ground floor, where a number of costly machines suffered considerably, but the whole building will have to be overhauled. The loss is covered by insurance.

* * *

The district managers of the Canadian Westinghouse Company, from Winnipeg, Halifax, Toronto, Montreal and Vancouver are holding their annual convention at the head offices here. The air-brake department of this company is working night and day at present trying to catch up with its orders. This branch of the firm has not known a quiet day in years and it is supplying the air brake apparatus used on practically every railroad in Canada.

* * *

Building operations have been started on the new building for the Landed Banking and Loan Company, which will be erected at the corner of Main and James Sts. The structure will be entirely fireproof and will be one of the handsomest in the city.

Thompson & Anderson, electrical supplies, Port Arthur, have been succeeded by H. B. Thompson.

LONDON, ONT.

London, Ont., Nov. 6.—Another addition to one of London's growing industries was commenced a day or two ago, when the Wilcox Manufacturing Company, of Chelsea Green, broke ground for a monster new cement building, 110x125 feet. The new structure will be close to the present factory, and when completed will give employment to a large number of men.

* * *

A resident of a neighboring town, who is engaged in the machinery business, has asked a local real estate man to secure factory premises for him, if possible, as he wishes to remove to this city. In addition to a regular machinery trade, consisting of general repairing, the gentleman proposes to manufacture scenic railway plants such as are in use at exhibitions.

* * *

E. W. Scott & Sons have withdrawn from the Scott Machine Company, and in their places the company have secured the services of G. E. Harrison, superintendent of machinery, London Rolling Mills Company, and some experts in other lines. P. R. Braddon, who has been secretary of the company, has been appointed general manager. The company were never so busy as at the present time. The Messrs. Scott announce their intention of entering business on their own account.

The Southwestern Traction Company is erecting a freight and express shed on its premises on Horton street. The building will be a brick one, and of considerable size.

The London City Council has decided to submit to a vote of the ratepayers in January next, a by-law providing for the issue of $235,000 debentures for the purpose of installing a plant for the distribution of Niagara power and for lighting the streets from the same source. Hon. Adam Beck and Engineer Richards, of the Hydro-Electric Commission were present at the meeting to give any information in their possession. In the course of the discussion the question of producer gas was brought up and Mr. Beck declared his belief that all the talk of producer gas was intended for was to have the matter of Niagara power laid over for another year. Meanwhile a committee of the Council has inspected the producer gas plant, in McClary's, in order to gain some information. They found that the plant is manufacturing power at about $9 a horse power, and so far has given excellent satisfaction. Col. Gartshore is enthusiastic over it, and declares it to be perfectly satisfactory. While the aldermen are not convinced that the plant is the best for municipal lighting, they will not go on record against it. They spoke of the cost of installing such a plant. The McClary plant of 250 horse power capacity cost in the neighborhood of $20,000. If the experiments with peat prove successful, the cost of power will be considerably

less than $9. An initial expenditure must be made by the city for a plant whether it be a distributing plant or a developing plant. This is certain, unless the power from Niagara is distributed by a private company, as could be done. In this case, the commission would control the selling price to the consumer. The profit accruing to the municipality would result from the difference in the cost price of the power and the selling price to the power company.

CHATHAM.

Chatham, Nov. 4.—Fall trade just now seems exceptionally brisk. Especially is this so with regard to heating appliances. Stoves of all sorts are in steady demand. The rush of gas work still continues.

* * *

George Watt, of the Dominion Radiator Co., Toronto, spent Thanksgiving in the city with his parents, Mr. and Mrs. Jas. Watt.

* * *

Thos. Fairbanks, familiarly known as "Tommy Banks," is home from Brandon, Man., for a visit to the Maple City. He was formerly a member of the staff of the old hardware firm of King, Cunningham & Drew, the father of three of the present Maple City hardware concerns. Some years ago Tommy removed to the west, where he has since resided, and whence he has just returned with the prosperous appearance characteristic of the successful westerner.

* * *

L. A. Cornelius, of Grand Rapids, president of the Canadian Wolverine Co., was in the city last week for the purpose of hurrying up the building operations on the new brass factory. Asked as to when the factory would start operations, Mr. Cornelius was unable to fix a definite date, owing to the fact that the contractors will probably find it impossible to complete the building by Nov. 20, as originally contemplated. Mr. Cornelius stated that materials for equipping the factory were on the way, and that it would be running within forty days after it was ready to receive the plant. Instead of following the old methods of metal heating by coal and coke, the company have made a novel departure. They are having special furnaces constructed, at a cost of $1,000 for heating metal by means of natural gas. This will do away with trouble regarding flues, and will eradicate the smoke cloud that hangs over the average factory. The new furnaces can be used with fuel oil, should the gas supply give out.

* * *

The granting by the town of Leamington of a franchise to the Windsor, Essex & Lake Shore Rapid Railway marks another step in the advance of the road eastward to Chatham. The Leamington franchise is for 50 years, with 21 years' exemption from taxation, and the road is to be completed to that town by June 1, 1908. It is expected that ultimately, either directly or by means of the C. W. & L. E. the W. E. & L. S. will provide through electric communication between Chatham and Windsor. The Windsor road already has a franchise through Chatham. The completion of the C. W. & L. E. to the south will probably be followed by a northward extension from Wallaceburg to Petrolia. The coming of electric roads and their prospective extension in all directions looks encouraging for the rapid development of the Maple City as the hub of a brisk and busy western peninsula.

Incidentally the W. E. & L. S. are installing a telephone system in their line. Telephones are being placed in the passenger cars and by means of poles are connected with the overhead wire. The work is going on rapidly and in the course of a few weeks the phones will be in active operation. The lines are connected with the phones all along the route. For a traveler on a moving car to converse one moment with his head office and the next with the firms he is going to visit, is something of a novelty, and should prove popular.

* * *

J. C. Shaw, the Wallaceburg hardwareman, is tearing down the dilapidated shed at the rear of his premises, thereby adding much to their appearance.

* * *

Business among the hardware merchants holds up very well indeed. In plumbing and gasfitting all are extremely busy. The stove business is very good. Moderate priced lines are being bought this year, rather than high priced lines, as was the case last year. This circumstance is easily accounted for, however, by the prevailing money stringency.

* * *

The death occurred at Wallaceburg on Oct. 30, at the age of 74 years, of John Lee, proprietor of the Wallaceburg foundry. Mr. Lee was a native of Scotland, but came to this country at an early age, settling first in Galt, then in Chatham, and later in Owen Sound, where he conducted a jewelry business. He next engaged in the same business in Wallaceburg, later starting a foundry and machine shop. He leaves a widow, six sons and two daughters, and next January would have completed fifty years of married life. His brother was the inventor of the famous rifle, used in the English army, which bears his name.

The J. C. Shaw Hardware Co. made their initial bow to the Wallaceburg public last week. The term "initial" is scarcely correct, since Mr. Shaw was for many years in this business in Wallaceburg and after a few years' discontinuance is merely returning to his own.

* * *

There was a disastrous fire at Pelee Island on Oct. 29, when the general store of A. M. McCormick & Sons was completely destroyed by fire. The loss is variously estimated at between $30,000 and $40,000, and is understood to be well covered by insurance. The firm had just laid in their winter stock of groceries, dry goods and hardware.

* * *

The latest adherents to early closing in Chatham are the druggists, who have agreed to close every evening at eight o'clock, on and after Nov. 11, Saturdays and evenings before holidays excepted. Thamesville druggists have come to an agreement to close at 6 p.m. three nights in the week, and Highgate merchants have reached a similar understanding. The movement seems to be growing throughout the west.

* * *

J. C. Wanless has a neat device for assisting the sale of bathroom appliances. It is nothing more or less than a completely equipped bathroom, at least so far as appearances go. A small corner of the store, about the usual bathroom size, is set aside for the purpose, the various appliances being set up in the most approved order. The customer will thus be able to see for himself what his bathroom will look like, instead of having to guess. Incidentally the model bathroom has metal ceiling and side walls, which gives the enterprising proprietor an opportunity to point out the value of these lines in connection with the bathroom.

* * *

McKeough & Trotter are erecting a machine shop in the rear of their present machine shop. The new building will be 100 x 40 feet, and will be a vast improvement on the old structure.

CANADA'S WESTERN PROVINCES

Saskatoon Merchant Offers Ten Prizes to Customers, One of Which is a $450 Team of Horses—Clerks Organization at Edmonton Welcomed.

SASKATOON.

Saskatoon, November.—It is reported that some local men are interested in the establishment of an iron works industry here, and that a joint stock company is being formed for the purpose of financing the concern. About $75,000 will be invested and the works will include machine shops, repairing and moulding shops. If this company is formed it will add another important industry to Saskatoon.

* * *

Merchants in the West can not complain of being annoyed very much by being asked frequently to subscribe to charitable institutions. Chatham merchants have found it necessary to pass a resolution prohibiting members of their association from subscribing or having their names printed on programmes, etc. Western merchants usually avail themselves when the opportunity presents itself, of advertising on programmes, as they know these programmes will fall into the hands of respectable citizens, and a concert or some such function is not a daily occurrence.

* * *

The plan adopted by the Halifax hardware dealers described by your correspondent last week, is a business getter, but it cannot hold a candle to the one we have in Saskatoon. J. F. Cairns, who conducts a departmental store, has issued his list of holiday gifts, and this is the plan he adopts. Every cash pur-

chase of one dollar between now and the end of the year entitles the purchaser to a numbered coupon. A duplicate of this is kept and placed in a sealed box, and when the box is publicly opened on Dec. 31, a little girl will draw from it ten coupons. The holders of the duplicates will be entitled to prizes as follows: 1st, team of horses; 2nd, silver tea set; 3rd, ladies' costume; 4th, suit or overcoat; 5th, $20 worth of groceries; 6th, dinner set or rug; 7th, pair of shoes; 8th, Stetson or Hawes hat; 9th, hockey outfit; 10th, doll outfit. If the drawer of the first prize has no use for the horses they may be exchanged for goods to the value of $450.

* * *

The firm of S. A. Clark, Limited, believe in doing one thing at a time and doing it well. They have placed in the centre of one of their windows a heating stove. Underneath it is a stove board and the surrounding space is occupied with printed matter relating to the good qualities of this particular stove. In this way the attention of the passerby is drawn to it and a more lasting impression is made than if a dozen were shown. The accompanying ad.; which appears in the local paper, is plain, straight, convincing talk, and will well repay the expense and trouble.

* * *

Hallo, Edmonton, glad to see you again, old chap. That retail clerk's association is a good thing, and we would like to hear more about it. The boys are alive to their rights and privileges, but why not agitate for the stores to close at 10 o'clock on Saturday nights. Ten is the recognized hour in most places, and is late enough for any self-respecting merchant to keep open. By keeping open until midnight you are teaching the public a bad habit; if stores are closed at ten, customers will come before that hour and orders can be filled and delivered in respectable time. Your Kingston correspondent, in Sept. 7 issue refers to Saturday night as visiting night, and suggests that stores close at nine o'clock, and this is but reasonable where no weekly half-holiday exists.

Say, is it custom in other towns for storekeepers to leave their blinds up over Sunday and have their windows lit up in the evening?

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Astronomical Observatory, Toronto, Ont.," will be received at this office until Thursday, November 21, 1907, inclusively, for the construction of an Astronomical Observatory at Toronto, Ont.

Plans and specifications can be seen and forms of tender obtained at this Department and at the office of Burke & Horwood, Architects, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By Order,

FRED. GELINAS,
Secretary.

Department of Public Works,
Ottawa, October 29, 1907.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department. 45

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Alundum.

The Norton Company, Worcester, Mass. are supplying the trade with a bright little 12-page booklet describing the various processes of manufacturing grinding wheels. The method of making alundum from its original forms of aluminum and bauxite are outlined and the claims made for the product as an abrasive for grinding wheels are broad and comprehensive. The Canadian Fairbanks Company, Montreal and Toronto, can supply copies of the booklet to Canadian hardwaremen.

New Garland Stove Catalogue.

A neat 84-page book has been issued by Bowes, Jamieson & Co., Hamilton, illustrative of their Garland stoves and ranges. The book is well printed and shows a complete line of the firm's products. Some of the older lines have been dropped, but new ones have been added, and in steel and cast ranges, coal and wood cook stoves, oak, hot blasts, base burners and heaters the firm have a line which merits attention. Copies of the catalogue can be had by any dealer. Mention this paper.

Skates and Accessories.

Wood, Vallance & Co., Hamilton, are sending their customers a handy card hanger on which is given a table showing comparitive sizes of shoes and skates. Accompanying the card is a folder illustrating the full line of skates and accessories carried in stock, prices being given for each article. The line comprises a series of nearly twenty styles of acme, hockey and tube skates, sticks and pucks, straps, supports, screws and repairs. Copies of the card and folder can be had on mention of this paper.

Invaluable to the Ad-writer

The Canadian Printer and Publisher is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

The Canadian Printer and Publisher
Montreal Toronto Winnipeg

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE business in one of the best towns west of Toronto; stock, about $14,000 turnover, $60,000; splendid investment. Apply Kennedy Hardware Co., Toronto. (45)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—A first-class plater, a man who can do his own buffing and polishing, and make his own solutions; must be steady and prepared to hustle when required; wages, $4.00 per day of nine hours, and steady job to right man; mostly stove trimmings. Apply to Box 601, Victoria, B.C. (46)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE clerk, experienced and competent with knowledge of tinsmithing desires position at once. Apply A. Raven, Redvers, Sask. (45)

EXPERIENCED cutlery man, solid connection with best trade throughout Ontario, open for a change of position about 1st January. Box 651, HARDWARE AND METAL, Toronto. [43]

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Nov. 8. Room 511, Union Bank Bldg, Winnipeg, Man.

Business throughout the West is steadily improving and conditions are more normal than for several weeks past. Threshing has turned out much better than expected and grain is grading exceedingly well. In a few districts the crop was so bad farmers did not bother to take in the grain, but in other sections the yield was the largest in history. The general result is considered satisfactory, and grain is being marketed rapidly by the farmers. A better feeling exists among merchants in all parts of the West.

Rope—Sisal, 11c per lb., and pure manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 lbs., $3.22½; plain galvanized, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M" cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, 4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45½c; copper, No. 10, 47c; copper, No. 12, 50½c; assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10K Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred, 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo tarred, 69c.

Ammunition, etc.—Cartridges, rim 50 p.c.; pistol sizes 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24, Canadian, $23; 10 gauge smokeless, chilled, English, $28, Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment—it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co.
Limited
PAINT MAKERS
WINNIPEG and CALGARY

Although we have suffered a severe scorching we are still able to handle

YOUR BUSINESS

The Winnipeg Paint and Glass Co.

WINNIPEG Limited CALGARY

Reduced Prices in Galvanized Hollow Ware

Our prices are lower than those charged by other manufacturers, but we guarantee the very best quality.

If you are in the market for Galvanized Hollow Ware, it will pay you to communicate with us. We can save you money.

Tanks and Granaries a specialty.

Winnipeg Galvanizing & Manufacturing Co., Winnipeg, Man.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized, $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 44c per lb.; plain, 39c.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11.00; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46.00; 4½, $54.00. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasoline, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg 70c, Calgary 77c, Lethbridge, 77c, Edmonton 78c; boiled oil, 3c per gallon advance on these prices.

STORAGE TARIFF MODIFIED.

The cancellation of the storage tariff on a large number of articles has been announced by the railroads centering in Winnipeg. The Jobbers' and Shippers' Association of Winnipeg has received notice of the change, which is effective at once.

The modification means much to Winnipeg merchants, and an official of the Jobbers' Association said the change ought to make the price of the articles covered by the new schedule very much cheaper to the consuming public.

The things affected are largely heavy lines of merchandise, such as syrups, hardware, cement, farm implements and several hundred enumerated articles of commerce.

Technically, the order affects a charge previously made on this class of freight shipped to the head of the lakes during navigation, and held over for future shipment to Winnipeg, by the combination water-rail route.

The tariff relates to the articles from the first to the fifth class, and from the seventh to the tenth class. In the first, the charges were fifty cents per ton for the first thirty days, in the second class, forty cents per ton. For each subsequent thirty days the charges were: First, 15 cents per ton; second, 10 cents up to April 15, and each week thereafter the tariff was 2 cents per ton, first, and one cent for the second class.

The points and lines concerned in the modified tariff are: C.P.R., Fort William and Port Arthur; Canadian Northern, Port Arthur; Great Northern, Superior; Soo, Gladstone; Northern Pacific, Duluth.

The reason this class of freight is held at these lake points for a time is due to the fact that the cargoes cannot be utilized immediately on receipt in Winnipeg and are held at the lake ports until required by the Winnipeg jobbers. In future these storage charges are to be absorbed by the railroads thus relieving the wholesalers of the expense.

The easiest way to do a thing may not be the best, but it is the most popular.

* * *

There are a lot of fellows puzzling over the next world who should give a little more attention to this one.

Effective Hardware Advertising

Brief Talks and a Certain Amount of Criticism by W. F. Ralph

"It pays to advertise," said Mark Twain at a recent banquet. "When I was editing the Virginia City Enterprise, writing copy one day and mining the next, I tried to force this truth home in many ways. One day I received a letter from a subscriber saying he had found a spider pressed between the pages of his paper, and he wanted to know was this good or bad luck? I replied to him in our Answers to Correspondents column as follows:

"Old Subscriber.—The finding of a spider in your copy of the Enterprise was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door and lead a free and undisturbed existence for ever after."

It was just like our old friend, Mark, to turn even the corpse of a deceased spider into a good argument for his advertising columns. Of course, he looked at the matter from the publisher's point of view, whose business it is to sell space in which merchants may advertise their wares. But no matter from what point of view one looks at advertising in these hustling days, there is only one outcome of a lack of advertising, and that is stagnation.

Business is like water, in that it cannot stay still without becoming foul and stagnant. It has to keep on running in order to get anywhere. The water runs into a bigger body of water, and the business into bigger things.

* * *

That great bugbear of the modern retail business world—"Mailorderism"—gets in finer work and becomes more solidly established for every retailer who neglects to advertise. "Fight the devil with fire" is considered very good policy by many religious people; and in the retail business world it becomes more and more apparent that the only way the mail order octopus can be successfully rivalled is by good advertising.

The mail order man gets there by advertising, and so can the ordinary retailer if he goes into the matter properly.

Advertising means gaining the confidence of the public. And the advertising which does not inspire confidence is, therefore, poor advertising. The ad. which does not inspire confidence is a little better than no advertising at all; but what is the use of paying for space if one is only going to put into it something which is "a little better than nothing?" "Hit straight, hit hard, and let every stroke drive the stake in farther," is a piece of homely philosophy which I have read somewhere, and which is very applicable to the subject of retail hardware advertising. Let every ad. inspire confidence. To do this it must be written with conviction. If you have a line of goods which you know to be poor stuff, don't advertise them as if they were full of merit. You can't, in fact. The known lack of truth will make your words lack the ring of conviction. Enthusiasm is an ingredient of advertising confidence, and if you can't work up any enthusiasm about a line you are going to advertise, you can't advertise it confidently.

Don't write your ads. when you feel in the dumps. The time to write an ad. is when you are feeling good. When you are in that particularly fine humor that the whole world and everything in it looks good to you. Your tone of good humored confidence in yourself and your store will then permeate your ad. The phrases will ring brighter; the arrangement will come more logically, and the whole ad. will inspire the buyer with the confidence you feel yourself.

Did you ever go into somebody else's store to buy something when you were not very clear as to what you wanted? On such an occasion the confidence inspiring demeanor (or the lack of it) in the clerk, either sells you something which pleases you or sends you out with no purchase made at all, or with a purchase you feel indignant about. It's all in the salesman's demeanor. And if an ad. is not to be regarded as a salesman, what is it?

* * *

Like most purveyors of advice, I keep on looking for somebody to advise. This isn't a very hard proposition for the purveyor of free advertising, because he advises anybody about anything. But this column is devoted exclusively to hardware advertising, and it costs you two dollars a year to get it with the rest of Hardware and Metal. This being the case I want to receive any ads. you feel proud of, or any advertising problem you want to be helped out on. Some hardwaremen send in a good deal; but a whole lot act as if this offer did not exist. Please note that the editor of this column is looking for the advertising troubles of the hardware trade, so that he can use them for the benefit of all readers of Hardware and Metal.

From Hunt & Ross, of Abernethy, Sask., we have received a copy of the "Abernethan," which contains one of their ads. in eight-inch, two-column space. This ad. occupies the top left-hand corner of the front page. It is a good ad., and is worthy of a much better set-up. In one or two places the printer has left out punctuation points, which would have made the two paragraphs of "talk" run with a better swing. For instance, the words, "What has been your experience with the ordinary five-gallon oil can," make a complete interrogatory sentence, and should, therefore, be followed by the interrogation point. As it is, a comma was used and the paragraph was thus rendered

The Best Ever!

"NEVER FAIL" OIL CANS

What has been your experience with the ordinary five gallon pump oil can? We venture to state, about the same as ours—works very well for six months or a year, and is then in the tin shop most of the time for repairs.

In the NEVER FAIL OIL CAN we are under the impression that we have secured an article of REAL MERIT. In fact we are so satisfied of this, that we will give you one of these cans on

Three or six months trial. If you are not entirely satisfied that the can is all we claim it, you may return it and receive your money back.

Is not this a fair proposition? It will be a pleasure for us to explain to you the working of this can.

Note Our Window Display

HUNT & ROSS

MAIN STREET ABERNETHY

"A square deal guaranteed to all who trade here."

somewhat cumbersome. Little points of this kind have a great deal to do with the brightness of an ad.

In the matter of set-up, we would suggest that a display such as that shown in Fig. 2 would have been a little more attractive, emphasis being laid on the trial offer, and more prominence given to the name of the article advertised. In the original ad. "The best ever" and "Is not this a fair proposition?" were the display lines.

We have received a first-class example of full-page newspaper advertising from A. H. Gingerich, of Woodstock. This ad. is very well constructed, as well as being ably written. Unfortunately we cannot reproduce it, because it contains several half-tone cuts, which would come out a mere blurr, if reduced sufficiently to fit a Hardware and Metal page. The main part of the ad., occupying a large central panel, is devoted to stove advertising. There is an introductory "talk" well worthy of study, and which is as follows:

Heating Proposition.

If we would ask you to take a range that costs $50 for $40, or to take a $40 for $50, which one would you take? Your answer would be, the $50 range for $40; but how many bargains like this do you get? You may get the bargain in price, but not in quality. We do not tell you that our ranges and heaters are the best made, but one trial convinces that we sell the best on the market. We handle the two oldest firms' ranges and heaters, (Clare Bros. & Co., Preston; Gurney Foundry Co., Toronto), and the two youngest firms' makes, (Guelph Stove Co., of Guelph; and Walker Steel Range Co., Grimsby). They should certainly know how to manufacture stoves and ranges. Before you enter into any stove contract, call, and we will show you something about a range or heater you never saw before. Hundreds call; why don't you?

This introductory talk is followed by cuts of several kinds of stoves and ranges, each cut accompanied by bright readable talks descriptive of the particular stove or range illustrated. The whole ad. is a splendid example of ad.-writing, judicious use of illustrations, and well planned display.

* * *

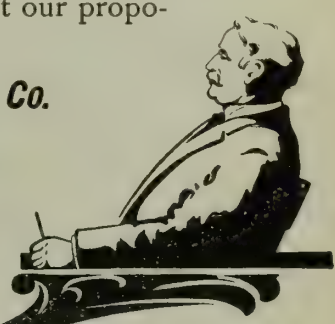
We have before us an ad. clipped from an Ontario weekly paper, which occupies a space eight and a half inches deep by three columns wide—about a quarter of a newspaper page. This ad. is an example of good, costly space unused. By the way of headline, the surname of the advertiser is spread across the top of the ad., enclosed in a more or less fancy border. Six and a half inches of space is devoted to an illustration of a range with the oven door open, a tray of biscuits being examined by a kneeling woman. The caption under the illustration is "Examine our Stove Values." Then follows the name and town of the advertiser. This ad. is neat and attractive to the eye, but there is not the least vestige of a talk to turn readers' minds stovewards, let alone to turn his mind towards the store of the advertiser. There is lots of space for one or two telling sentences which would have made the ad. doubly effective.

A *Sherwin-Williams Agency* is the biggest business asset you can have.

A ***Sherwin-Williams Agency*** does more than put a line of high quality paints and varnishes on your shelves—though that is important. It gives you the close co operation of the largest paint and varnish makers in the world in building up business; the best and most extensive paint and varnish advertising in the Dominion; the prestige of the Sherwin-Williams Quality, and the splendid profits all of these work together to bring.

A ***Sherwin-Williams Agency,*** in short, is the biggest business asset you can have, because it means representing the best in paints and varnishes and toning up your other lines through the reputation S-W. carries with it.

We would be pleased to present our proposition in full. Write us.



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.

Warehouses: 86 York Street, Toronto, and Winnipeg, Man. 242

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street · · Toronto, Canada

HEADQUARTERS
FOR
Window Glass, Paints, Oils, Fine Varnishes

SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

Modern Conveniences for Farm Homes

The Fifth of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C. E.

A flush tank may be built of brick or of concrete, and is designed simply to collect the irregular house flow in order that it may be applied to the land at intervals varying from 12 to 24 hours. The size of such a tank depends upon the number of persons in the family using the water supply, which again varies with the habits of the family. The report of the data collected upon the use of water in the city of Columbus, Ohio, where 80 per cent. of the houses are metered, states that the amount of water used per capita per day varies from 60 to 100 gallons.

A Simple Flush Tank.

The simple flush tank shown in the first cut is designed for a family of six, using 60 gallons of water each per day. If the flush tank is to empty in 24 hours the tank must designed so the siphon will empty it when 360 gallons of liquid matter are collected. Counting 231 cubic inches to the gallon the capacity of the tank must be about 48 cubic feet. The depth at which the liquid will stand in the tank will be determined by the action of the siphon. The automatic siphon shown with this design will hold the sewage to a depth of 1 feet 3 inches. Whenever the tank fills to the discharging line the liquid is set in motion through the siphon, and when the tank is empty the siphon breaks, and no further discharge takes place till the tank is full again. The depth of the sewage being fixed by the siphon selected, in this example at 1 foot 3 inches, the area of the tank must be 38 square feet to hold the estimated flow. A width of 4 feet and a length of 9 feet gives about the required capacity.

Construction of Tank.

This tank is built of concrete in the proportions of 1 part of Portland cement, 2 parts of clean sand and 4 parts broken stone or gravel. If the sand contains both fine and coarse grains so much the better. The broken stone or gravel should vary in size from ¼ to 2 inches in longest dimensions, and the more variation within these limits the better.

Care should be taken to make the excavation just equal to the exterior measurements of the tank in order to save material. Slope the bottom toward the outlet and cover it with 4 inches of concrete for the floor of the tank. Set the outlet while the floor is being laid. Build the interior form as shown in the sketch, using wood screws in construction, as pounding to remove might injure the concrete. This framing is set on the floor when the cement is hardened. Inch boards are used to complete the form, and are put in place as the wall is carried up. The concrete is put in in layers from 8 to 12 inches deep, and is thoroughly rammed with a 4 or 6-inch rammer, which weighs about 20 pounds. The inlet pipe must be set at its proper elevation.

When the top of the uprights is reached segments of circles are supported on them, as shown by dotted lines in the sketch. These have a rise of about 9 inches, and should be fastened to the uprights in such a way that they can be readily removed, and so that they will not interfere with the bearing of the top on the side walls. The boards placed on these must be narrower, say, 6 inches, and the concrete must be mixed somewhat wet, as little tamping can be done, only enough to exclude the air. This arch should be set at least 5 inches thick. The manhole can be built by using sheet iron forms, made so they can be expanded or contracted in removing them. A 4-inch space between these should be sufficient. The manhole walls are carried up to the surface of the ground. After a few days the forms are removed and the interior is plastered with a mortar of 1 part cement to 2 parts clean sand.

If the boards have been given a coating of soft soap they will be the more easily removed from the concrete walls.

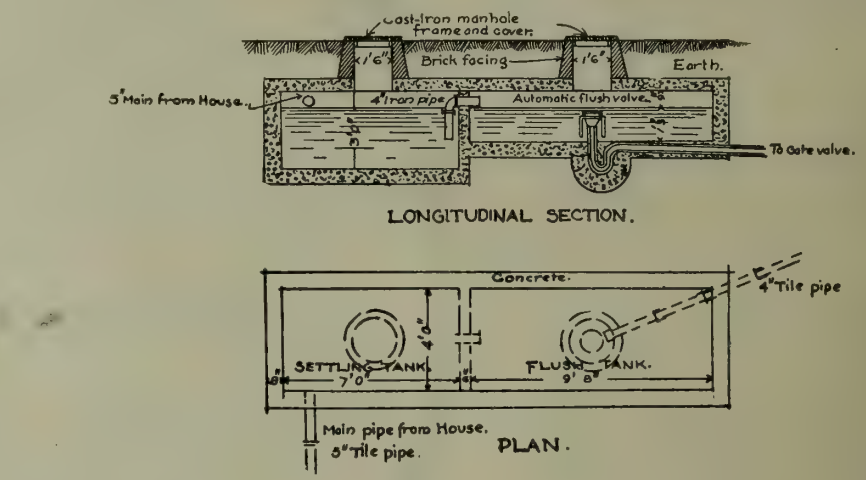


Fig. 11. Double-Chambered Flush Tank of Concrete.

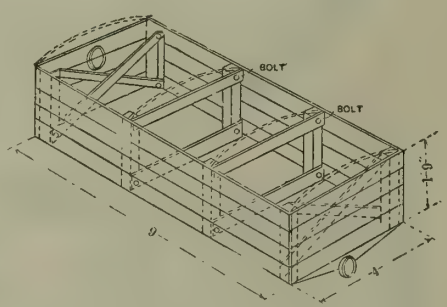


Fig. 10. Form for Building Concrete Flush Tank.

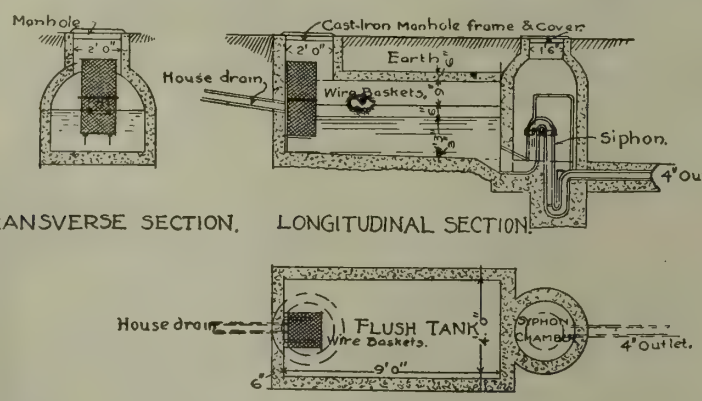


Fig. 9. Simple Flush Tank.

If at any time in building up the walls fresh concrete is to be deposited upon that which is already set the surface of the old work should be cleaned and wet and coated with a mortar made of 1 part cement and 1 part clean sand. This precaution should also be taken at the joining of the sides to the bottom of the tank. For a water-tight tank it is better to lay the walls without such joints. Where the side walls are to join the bottom of the tank the concrete should be roughened after being rammed for the floor, and a 1 to 1 mortar spread over this roughened surface when beginning to build the side walls.

The cost of the materials for the concrete in this tank will vary in diffierent localities. If Portland cement is bought at 44 cents a bag, sand at $1.50 a cubic yard and broken stone at $4 a cubic yard, an approximate estimate of the cost of the material would be $23.

Use of Screens.

When a simple flush tank like this is used paper and such coarse material should be screened out at the inlet. This is accomplished by having two baskets (16 x 16 x 16 in.), made of diamond mesh wire cloth woven of No. 12 wire, one to the inch, with an opening near the top at one side to receive the inlet pipe. Hooks are provided on the side wall to hold the basket in place, and as the sewage passes through the paper any solid matter is retained. The second basket is used as an alternate when cleaning is necessary, which should be done once a week. A very small residue will be found in the basket, and this should be removed and spaded into the ground. The basket retains all material that would be unsightly if scattered over the surface of the ground or might obstruct the drain tile in the case of subsurface disposal. A single chambered flush tank is not advisable in most cases for subsurface irrigation. The drain tile would need to be taken up and cleaned out more often than when a settling chamber is used.

Open Tanks.

These tanks may be built of brick and plastered inside with cement mortar. If desired, they can be built near the surface of the ground and left open. In this case wire cloth screens built in sections should be furnished to protect the contents against leaves and rubbish. If an open tank is desired it would be well to build it not more than 2 or 3 feet wide, and get the cubic contents necessary to contain the daily flow by increasing the length, as the narrow tank is desirable to prevent the screens from sagging. If the walls are occasionally swept down after the tank has discharged, no odor should be noticed in the neighborhood, and its location near the house could be objected to only for esthetic reasons. A tank which is open will be more likely to freeze over on the surface. To prevent this, frames covered with boards might take the place of the screens in winter. The danger from freezing is not great, as the sewage is warm when it comes from the house.

Are

Metal Ceilings

An Experiment

?

Certainly not. The increased demand for this class of finish in all kinds of buildings, Old and New, is sufficient answer.

"METALLIC"
CEILINGS

make satisfied customers. Some one else gets the trade if you don't.

We will supply plans and quotations. Write us.

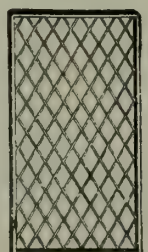
"Our Dealers are Protected."

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers Established 22 years

TORONTO AND WINNIPEG

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.

We have a splendid selling line of

Spark Guards and Fenders.

Illustrated list sent on application. "Write; and let us get acquainted."

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

For subsurface disposal it is necessary in most cases to provide a double chambered tank, the first chamber to retain the solid matter and scum until they dissolve and the second chamber to accumulate the liquid wastes and discharge them intermittently by means of a siphon.

One type of doubled chambered tank is shown in the third cut. This tank was designed to take the place of two overloaded cesspools, which were creating disagreeable odors. The amount of sewage to be disposed of daily was estimated from the amount of water used by the family of five, the water supply being distributed through the house from a 580-gallon tank in the attic, which is filled about every other day by means of a hot air pump. The flush tank was designed to take care of 350 gallons or 70 gallons per capita per day. The pipe connecting the settling chamber with the flush tank is arranged

to draw the liquid from midway between the surface and bottom of the settling chamber, so as not to disturb the solids that have settled to the bottom of the tank or the scum that floats on top. All sewage coming from the house passes into the settling chamber, where the solid matter to a greater or lesser extent is deposited. Owing to the character of the sewage the decomposition of the solids is so active as to prevent any serious accumulation in the bottom of the settling chamber. It is necessary to inspect the chamber from time to time, and if undissolved solids accumulate to have them removed, probably about once a year. This accumulation when removed should be carried to the field and spaded into the soil at once.

Construction and Cost.

This tank was built of concrete in a manner very similar to that previously described for the single chambered tank. The manholes were built of brick, and the siphon placed directly under one of them for convenient access to it. The cost

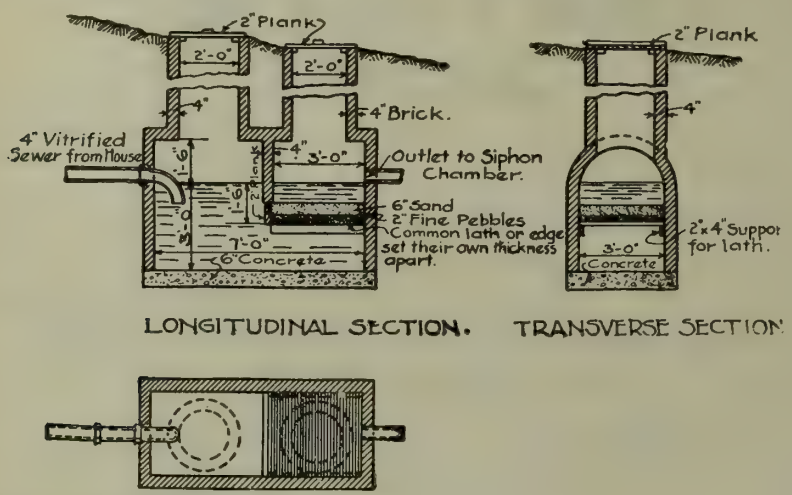


Fig. 12. Double-Chambered Tank of Brick.

of the material for this tank, including the siphon and cast iron manhole covers, was $51.61. The lumber for the forms costs $9.85.

Fig. 12 shows an inexpensive collecting chamber designed by Prof. Anson Marston of the Iowa State College. The septic tank is arched over with brick, and only the two manhole covers appear on the surface of the ground. The screen of fine pebbles and of sand retains all solid matter in the sceptic chamber, and on account of the upward action of the sewage the screen does not become clogged. The siphon chamber will vary in size, depending upon whether a sand filter or subsurface irrigation is used for the second step in the purification of the sewage. With a sand filter the siphon chamber could be emptied in 8 hours; with subsurface irrigation, in 18 to 24 hours.

"Pa, why do people always talk about 'Dame Gossip ?'"

"Because it isn't polite to leave the e off."

NEW ZEALAND HEATING SYSTEMS

United States Consul-General William A. Prickitt, of Auckland, assisted by the consular agents elsewhere in New Zealand, describes the methods of house and office heating used in that colony, with suggestions as to how the market for equipments in this line may be developed, as follows:

The deficiency of the open-fire system of heating in the city of Auckland, which, aside from the cooking stove, is about the only manner of heating in the whole of the Auckland Province, is one of the first things that is manifest to an American who visits this city in the winter time, and he asks why do not the people make their houses and places of business comfortable when it could be done so easily. Open fires are delightful as auxiliaries, but as the main source of heat they are, as commonly used, wasteful and inefficient, a large percentage of the heat escaping through the chimney.

New Zealand has an excellent climate, but at times it is very humid and the cold and dampness of winter should be dispelled by an up-to-date system of heating. In the Auckland Province the thermometer is very seldom below the freezing point. In winter, from June to September, the temperature ranges from 32 to 60 degrees F. There is often a succession of rainy days, followed by clear, cold, bracing weather. In the clear, sunny days one finds the weather out of doors delightful, but in the house where a person wishes to sit down and be comfortable it is a different matter. The rainy days are very dreary, most of the house being chilly, damp, and disagreeable.

Having used the hot-water system in the United States, I think that it would be well adapted to the Auckland Province, because hot-water pipes begin to radiate heat almost as soon as the fire is started. In this climate large fires would not be necessary, and the system once installed the expenditure for fuel would be very moderate, taking in consideration the much greater comfort and the much less liability to illness that would be experienced. I am confident that if this system were once tried, the delightful, even temperature produced combined with the saving of labor and the greater cleanliness, would so commend it to the user that it would soon be considered indispensable. Hot-water heating is making some progress at Welington and in the South Island, where the weather is colder

Hot-water Installations in Wellington.

The American consular agent at Wellington, writes: "There would seem to be no question that from the standpoint of health and actual comfort and also economy of labor and fuel the system of heating by hot-water radiators is far superior to the open-fire method, at any rate in buildings of a reasonable size. However, the visible comfort of an open fire appeals very strongly to the average colonial who is unused to the more up-to-date methods, while it is almost impossible to prevail upon the feminine mind to adapt itself to the hot-water system. A number of the large business structures lately erected in this city embody hot-water system installation. This includes the business premises of my firm, which were erected some four years ago. I may mention that I have just purchased and am moving into probably the only private residence in Wellington which is heated throughout by hot-water radiators."

Situation at Christchurch.

The American consular agent at Christchurch, writes: "Open coal fires have been vastly improved of late by the principle of slow combustion and by introducing the cold air from the sides of and under the hearth and the substitution of fire clay material instead of iron, the latter being used only for the grate on which the fire rests These fires are very economical, give out great heat, and require much less attention than the ordinary coal fire grate. The winter in this provincial district of Canterbury is not severe by comparison with other places, and it is only for four or five months of the year that any artificial heat is required in the rooms of dwelling houses. What, however, is required is a domestic hot-water supply for baths, etc., all the year round, and for this purpose the kitchen cooking range supplies the necessary heating power. No new house of any pretensions is being built without a hot-water supply being provided for, and this extends to the dwellings of the working classes. Therefore, I think it extremely unlikely that a double system, which steam or hot-water heated rooms would entail, will ever come into general operation in this part of New Zealand for dwellings. At the same time the double system, or a more extensive single system for hot-water supply and heating rooms, may come more into use for large buildings where there are many occupants, public libraries, hotels, etc., as new buildings are erected and provision for pipes, etc., made at the time of erection. The post and telegraph building in this city is heated by a hot-water system, and the installation is said to be satisfactory."

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

The waterworks and lighting plant for Carman, Man., were completed recently.

The Shuttleworth Chemical Company, Toronto, will erect a building to cost $25,000.

Fire in the plant of the Diamond Glass Works, Montreal, did damage estimated at $6,000.

The Aluminum Crown Stopper Company, Toronto, will erect a factory to cost $30,000.

The sawmill of J. Stormont, West Lorne, Ont., was destroyed by fire, with a loss of $3,000.

The Grand Trunk Railway has laid off 250 hands from its shops at Point St. Charles, Que.

The Century Telephone Company will transfer its Canadian branch from Toronto to Bridgeburg, Ont.

The Rideau Foundry & Malleable Castings Company, Smith Falls, Ont., recently opened their new plant.

The plant of Blakeney & Company, Hull, Que., was completely destroyed by fire, entailing a loss of $8,000.

A Montreal syndicate has secured possession of the St. Lawrence Power Company's big plant at Cornwall.

The stave and heading mill, owned by J. Greenless & M. Kennedy, at Forest, Ont., was destroyed by fire, loss $3,000.

The Robb Engineering Company has been awarded the contract for placing three new boilers in the wheel house of the Montreal waterworks.

The warehouses of the Singer Sewing Machine Company and the Pioneer Fruit Company, Brandon, Man., were damaged by fire to the extent of $10,000.

Fire did damage to the premises of the Toronto Electric Light Company to the extent of $5,000. The blacksmith shop was destroyed along with the stables and a storehouse.

It has been announced by the Canadian Pacific Railway that a substantial reduction will take place in freight rates between Eastern Canada and points west of Fort William, Ont.

The Fraser River Sawmills, Millside, B.C., will install a complete new mechanical equipment in the engine-room and to increase the capacity of the plant to a quarter of a million feet of rough lumber per day. The changes to be carried out will aggregate in value $100,000.

A model non-lifting railway spike has recently been patented by John McNeil, of Reserve, C.B. According to the patentee, the new rail-holding device will be a boon to the railway companies. The spike is so constructed that after it has been driven into the sleeper a small spring is wedged out under the bottom of the rail, thereby doing away with all possibility of the nail drawing away from its original fastening.

Most of the big railway wrecks are accounted for on investigation to have been caused through rail-spreading, owing to the spikes becoming loose. Mr. MacNeil claims that where his invention is used, the chance of accident through such cause would be greatly lessened. It is understood that Sir Wm. Van Horne is interested in Mr. McNeil's invention, and will give the new spike a tryout on the C.P.R. The article has been patented in Canada and the United States.

Everything is now booming at the collieries and at the blast furnaces of the Nova Scotia Steel & Coal Company. During the month of October, 57,071 tons of coal was raised, an increase of 8,415 over September. In the steel department, great activity prevails, and the output of every branch of the plant shows an increase over the previous month. The output of pig iron was 5,755 tons, an increase of 300 tons over September, the steel output reached 6 986 tons, an increase of 1,476 tons over September; while 8,772 tons of coke were produced, being 1,100 tons more than during the previous month. This company will also open up another colliery in the course of a few days. No. 2 colliery was closed in 1904, and it has remained idle since. Previous to closing down the mine employed about 600 men, and the average output was about 14,000 tons per month. With the installation of new methods, these figures will be exceeded. With the opening up of this colliery, it will mean, at least, an increase of two hundred thousand tons per year.

Building Notes.

W. R. Kay, Toronto, will erect two brick dwellings to cost $6,000.

W. Wood, Toronto, will erect a pair of brick dwellings to cost $6,000.

Loo Gee Wing, Vancouver, B.C., will erect a business block to cost $80,000.

S. W. Johnson, Toronto, will erect a pair of brick dwellings to cost $6,000.

J. W. Walker, Toronto, will erect three stores and dwellings to cost $10,000.

J. S. Duff, Toronto, will erect a pair of brick dwellings to cost $6,000 on Beatrice St.

Cameron, Stewart & Company, Toronto, will erect a pair of brick dwellings to cost $7,000.

Tenders are invited by the chairman of the Farm Committee, Shawbridge, Que., for an industrial school to be erected on the farm of the Boys' Home, Montreal.

W. J. Cavanagh, Vancouver, B.C., has plans prepared for a large hotel to be erected in that city at a cost of $100,000.

The building total in Winnipeg, Man., for October is $132,450. There were ninety-five permits issued, covering ninety-six buildings. In October, 1906, there were 305 permits issued, covering 355 buildings, at a cost of $1,091,950.

Building permits in Edmonton, Alta., for October, total $78,560, a large falling off from previous months. This has been the case in nearly all the larger cities in the West, as well as in the East, and is an indication of a slight curtailment of buildings as the results of the financial stringency. This curtailment, however, is far less here than in rival cities of Edmonton.

Companies Incorporated.

Glenn Stove and Furnace Company, Toronto, capital, $50,000; to manufacture and deal in stoves and plumbers' fittings. Directors: W. G. Glenn, J. McQuaker, E. G. Morris, all of Toronto.

Toronto Brass Mills, Toronto, capital, $500,000; to manufacture and deal in brass and other castings. Provisional directors: A. E. J. Blackman, A. Munro, J. E. Fennell, A. J. Algate, all of Toronto.

The Automatic Grain Shocker Machine Company, Hamilton, capital, $100,000; to manufacture farm machinery. Provisional directors: C. T. Grantham, A. E. Osler, A. Zimmerman, all of Hamilton.

MAY ABOLISH GERMAN SURTAX.

A cable from London, Eng., to the Montreal Star says no surprise is occasioned by the news from Ottawa that following up the Franco-Canadian treaty the Canadian Government contemplates sending representatives to Europe to negotiate for preferential trade treaties with Italy and Germany next year. A correspondent in Berlin sends me to-day the result of an interview with a well known German official, which shows the generally sympathetic attitude in which the German Government is prepared to receive any approaches of this kind by Canadian ministers. He begged Canadians to take no heed of the somewhat bellicose and anti-Canadian attitude of certain agrarian journals in Germany. They in no way represented German official opinion. On the contrary, the conviction is growing more and more in German Government circles that as Prince Buelow said to a Canadian newspaper representative in June, Canada has a great future in which Germany desires to take friendly co-operative share.

Authoritative Germany sees no difficulty in closing the period of tariff disputing and negotiating a commercial arrangement on the lines of the German conventional tariff and the Canadian intermediate tariff. These would form the natural basis of negotiations, but it is more than likely that when the details

came to be examined, Germany would follow the apparent example of France and ask for better terms than those of the intermediate tariff, though not more favorable to Germany than the Franco-Canadian treaty is to France.

As illustrating Canada's possible advantages under the German conventional tariff, German authorities note that it reduces by one-half the duty on killed poultry. Substantial reductions are also made on live poultry, wheat, oats, maize, apples, timber, railway sleepers, etc.

Asked if Canada might expect concessions on cattle, the reply was there was little hope of that, as the agrarian party was too powerful for the Government to risk any trouble with them. On pigs, frozen meats, prepared meats, and cheese, however, Canada might benefit materially. The advantage on other products, such as leather, might average about 25 per cent.

Thus German authoritative circles see a wide field for mutually beneficial negotiations and of course the negotiations would be none the less acceptable in Germany if in the course of bargaining further cuts are made at Britain's preference in Canadian markets in goods in which Germany now competes successfully in the United Kingdom.

—

CANADA'S INDUSTRIAL GROWTH.

The recent census as to the progress of Canadian industries during the period of 1900-1905 gives some valuable information. Capital and output have greatly increased. In the year previous to 1900 the value of manufactured products was 481 million dollars and the merchandise imports 181 million dollars. In 1905 there was an increase of 234 million dollars in manufactures, making 715 million dollars for that year. The imports in 1905 amounted to 256 million dollars. The growth of trade in a period of five years has been enormous and a great many large increases are noted. The manufacture of electrical machines and accessories and other power machines has trebled. The smelting industry has quadrupled and the stone-cutting industry has very greatly increased its ouput. Canada's industries are growing rapidly each year, and, though they have not displaced the imports to a very great extent, show large returns for the investment.

—

SEPTIC TANK AT EDMONTON.

Plans are being prepared for a septic tank to be established at Edmonton, Alberta, to treat the sewage now being emptied into Rat Creek and later into the river. Part of the trunk sewer is much larger than the rest and it is proposed to dam this part of the sewer and utilize a portion of the creek bed as a drying bed, there being no residents in the locality. The Provincial Department of Health has not yet ratified the proposal.

A man can run a store without advertising and he can wink at a girl in the dark—but what is the use?

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A Paint Catechism

By G. B. Heckel.

12. What is Cylinder or "Quick Process" White Lead? In this process the melted lead is blown into fine granules by means of a jet of superheated steam. This powdered lead is charged into large, slowly revolving wooden cylinders or drums, moistened with dilute acetic acid and subjected during several days to the action of air and carbonic acid derived from burning coke. The subsequent procedure resembles closely the methods of the old Dutch process.

The white lead produced is generally finer, whiter and more uniform than Dutch process white lead. Chemically it resembles the latter very closely, and is essentially the same.

13. What is Dahl Process White Lead? In the modified Dahl process the metallic lead is first reduced to a fluffy or feathery condition. It is then placed in stationary tanks and by the action of dilute acetic acid, converted into a basic acetate of lead. The passage of a stream of carbonic acid gas through this solution precipitates the lead in the form of the basic carbonate (white lead). Washing, drying and grinding follow, as in other processes. The lead produced in this manner is exceptionally white, fine and uniform, and the particles are amorphous and not crystalline as in other precipitation processes. Owing to its fineness it requires more oil in grinding than other leads, exceeding 'quick process" lead in this respect as the latter exceeds "stack" lead. The obscuring power or opacity of precipitated leads is generally lower than that of corroded leads.

14. What is "Mild Process" White Lead? The unique feature in this new process is that neither acid nor alkali is used—the conversion from pig lead to the basic carbonate being effected entirely by the successive action of moisture, air and carbon-dioxide gas.

In brief outline the proceeding is as follows: Pig lead is melted by means of a specially designed machine and subjected to a blast of superheated steam, which reduces the metal to its finest possible state of subdivision. This process partly hydrates and oxidizes the comminuted lead which passes thence into cylinders fitted with agitators and containing water through which a current of air is passed. The subhydroxide of lead is here further oxidized into lead hydroxide which is then treated in other cylinders containing water with a stream of purified carbondioxide gas which converts it into basic white lead of ideal composition, after which the completed product goes to specially designed drying beds.

15. What are the characteristics of "Mild Process" White Lead? Absolute uniformity; freedom from acids, alkalies and all impurities; extreme fineness, crystalline matter being entirely absent, whiteness and normal composition. (To be continued.)

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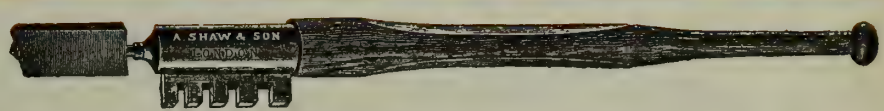

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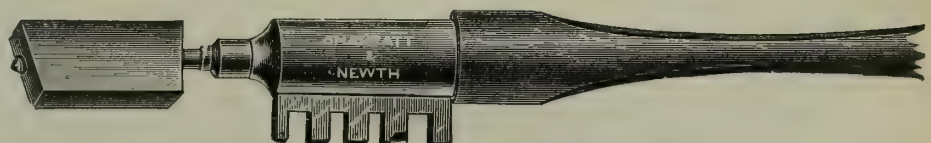

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MONTREAL.

Paint and Oil Markets

TORONTO.

Toronto, Nov. 8.—Business throughout the local paint and oil markets is not exceptionally brisk at present and most jobbers do not hesitate to admit that orders received for the first week in November are not as heavy as those received for the corresponding period last year. High prices, the lightness of the grain crops, and the tightness of the money market, have individually and collectively served to breed a spirit of caution among buyers and have caused the latter to place very conservative estimates on future requirements, in order to reduce buying for future delivery to a minimum. The anxiety of southern producers to convert a portion of their stocks into cash has brought about a sharp decline in turpentine, which is reflected locally, otherwise prices are unchanged.

Linseed Oil—Trade is rather dull in linseed oil and the retail merchant seems to be deferring purchases. The cost price for flaxseed in Great Britain is still at such a point that English oil must cost more than Canadian crushers are asking at the present time. In the Northwest, flaxseed is very slow in coming forward and as the winter rates for freight will be on at once there is no likelihood of this seed influencing the market here for the winter. We still quote: Raw, 1 to 3 barrels, 64c; 4 barrels and over, 62c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—In turpentine and common rosins, the stringency in the money market in the United States is the cause of some considerable decline and, as the market now is some 10 to 15c per gallon lower in price than it was a year ago, many think that this is a good time for any parties who want a winter's supply of turpentine or common rosins to lay them in. The local demand is none too good and in sympathy with the southern markets, Toronto turpentine prices have taken a sharp decline. We now quote: Single barrels, 72c; 2 barrels and upwards, 70c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms, 2 per cent., 30 days.

White Lead—Trade for the first week in November is not up to expectations and orders for future delivery are very limited. White lead is quoted locally as follows: Genuine pure white lead, $7.40, and No. 1, $7.15.

Red Lead—The price of this commodity continues firm in sympathy with the price of pig lead in the primary markets of supply. There is a fair average demand for this time of the year. We quote: Genuine, in casks of 500 lbs., $6.25; ditto, in kegs of 100 lbs., $6.75; No. 1, casks of 500 lbs., $6; ditto, in kegs of 100 lbs., $6.50.

Shellac—A strong industrial demand exists and supplies are quite adequate for present needs. Prices remain firm, as follows: Pure orange, in barrels, $2.70; white, $2.82½ per barrel; No. 1, (orange) $2.50.

Glass and Putty—Glass sales have been heavy during the week and many repeat orders are now arriving. The demand for putty is still very good, but is beginning to show signs of slackening. Both glass and putty prices are firm and unchanged.

Petroleum—The brisk demand of the past month has been fully maintained during the first week in November. Prices continue firm, as follows: Prime white, 14c; water white, 15½c; Pratt's astral, 18½c.

Brushes—Owing to increase in the cost of bristle and other raw material, prices on brushes are advancing.

For additional prices see current market quotations at the back of the paper.

MONTREAL.

Montreal, Nov. 8.—With the approaching close of navigation it is expected that an impetus will be given to business generally, and some good-sized orders are looked for. However, some disappointment is reported by the trade that during the past week orders have been varying on the light side. This is only to be expected, in view of the tumble in securities, and the general uneasiness which has been echoed in all parts of the country from the neighboring Republic.

Linseed Oil—The primary markets are strong, but in the absence of better business conditions quotations are nominally the same. We quote: Raw, 1 to 4 barrels, 62c; 5 to 9, 61c; boiled, 1 to 4 barrels, 65c; 5 to 9 64c.

Turpentine—At this season there is generally a better inquiry for varnish requirements, and some good shipments are being made. Quotations keep low, and the usual excitement, which is generally in evidence at this season of the year, seems just now to be absent: Single barrels, 74c; wood distilled turpentine, pure, 68c.

Ground White Lead — Some heavy stocks were accumulated early in the season, and to check this tendency to overstock the grinders have been going somewhat easier, consequently stocks have been very much reduced, owing to a number of fair shipments, both by boat and by rail. Quotations remain unaltered, as follows: Government standard, $7.25; No. 1, $7; No. 2, $6.75; No. 3 $6.35.

Red Lead—Lower sterling quotations have been received, but not sufficient to induce a large amount of business, and the following quotations would probably be shaded for some round lots; Genuine red lead, in casks, $6.25; in 100-lb. kegs, $6.50; in less quantities at $7.25 per 100 lbs. No. 1 red lead, casks, $6; kegs, $6.25, and smaller quantities, $7.

Dry White Zinc—Quiet, with no special feature. The following quotations are reported: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—A light demand prevails chiefly from large centres which cater for a high class decorating trade. Pure, 8½c; No. 1, 7c; No. 2, 5½c.

Varnishes—The autumn is essentially the time when a heavy trade is looked for in all classes of varnish. Some slight concessions have been reported in quotations for gum shellac, but the better grades of gum which enter into car-

Important

Paint Facts Worth Knowing

Pure White Lead is absolutely essential to good paints.

The standard White Lead of the world is Brandram Bros. B. B. Genuine White Lead.

This B.B. genuine White Lead is the White Lead used in the manufacture of

"ENGLISH"

Liquid House Paints.

This fact gives

"ENGLISH"

Liquid House Paints the undisputed advantage over other ready mixed paints.

Remember this fact when you are selling or buying paints.

BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

MONTREAL HALIFAX
ST. JOHN WINNIPEG

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

TRY OUR

"Phasantite"

An ideal water Paint for walls and ceilings. In White and twenty eight different colors.

We supply it in 5 lb. Cardboard boxes and Kegs of 125 lbs.

This article is unequalled for both inside and outside work. A 5 lb. box will cover 450 square ft.

A trial will prove to you it is the finest article on the market for the purpose.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA NEW YORK CHICAGO

BOSTON SAN FRANCISCO

The Top Notch of Excellence

is attained in

MARTIN-SENOUR HOUSE PAINT

it is **100% Pure** and is made only of pure carbonate of lead, oxide of zinc and linseed oil

ACCURATELY PROPORTIONED

by expert paint makers, and ground and re-ground, and thoroughly mixed by the most modern machinery, producing the best mixed house paint, and the most secure foundation for a successful paint trade in any locality.

We have a splendid line of advertising matter for store and mailing purposes—**advertising matter that helps to move the goods from your shelves**—it's trade-getting.

You will find a **Martin-Senour Paint Exclusive Agency a money-maker.** Write now for full particulars. We will cheerfully comply.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

Paint Makers, Montreal and Chicago

The Winnipeg Paint and Glass Co., Ltd., Winnipeg

The Maritime Paint and Varnish Co., Ltd., Halifax, N.S.

riage and furniture varnishes hold very firm, and it is thought the volume of trade is almost up to the usual average.

Putty—Makers of putty report a good healthy movement. It is thought that this condition will prevail for several weeks. Prices are as follows : Pure linseed oil putty, bulk, in 800-lb. casks, $1.75 ; in 25-lb. iron drums, $2.05 ; in 25-lb. tins (4 in a case), $2.15 ; bladder putty, in barrels, $1.95.

PAINT TRADE ITEMS.

The Sherwin-Williams Co., paint and varnish makers, held their twenty-seventh annual convention at their Chicago plant at Pullman Station, the week of Oct. 28 to Nov. 2. Two hundred and fifty representatives and managers from all parts of the United States and Canada were present. These annual conventions of the Sherwin-Williams Co. are not only thoroughly enjoyable for those who attend them, but they are also of great value to both the company and its employes in the dissemination of new ideas and information.

The twelfth award of merit for their manufactures has just come to Brandram-Henderson, Limited, manufacturers of paints, varnishes, and lead products, their exhibit having secured the gold medal at the Provincial Exhibition of Nova Scotia, held in Halifax this September and October. Other rewards of merit were awarded them at the Colonial and Indian Exhibition, London, 1886; Jamaica International Exhibition, Jamaica, 1891; Glasgow Exhibition, 1901, (diploma); Dominion of Canada Industrial Exhibition, Toronto, 1903; Dominion Exhibition at Halifax, 1906.

West, Taylor & Bickle, Norwich, whose brush and broom factory was recently destroyed by fire, will not take up the making of brushes again. For the present, at least, their new factory will be confined to the manufacture of brooms.

ADVANCE IN BRUSHES.

Canadian brush manufacturers are finding their raw material costs steadily advancing, and price lists are now being advanced, although discounts will probably be unchanged.

In recent years there has been an increasing use of Chinese black bristles, which are procurable up to 6½ inches in length, the white hog bristles from Russia, Germany and France not being marketed in over 4½ inches. The white, which ten years ago had the preference, are the most durable, while the black runs smoother and is now in greatest demand. The bristles supply is pretty well cornered by the large dealers, and the price is constantly moving upward, the 3½-inch size, most generally used, being now very hard to procure, although it has advanced in price about 25 per cent., and can be procured for less money than the 3¾-inch larger size.

STORING VARNISH IN BARRELS.

When varnish is stored in barrels, it should never be moved about, says an exchange, because after standing a few days a sediment falls to the bottom of the barrel, which consists chiefly of particles of manganese-driers and refuse of the gum, known as varnish foots. When this has settled if the barrel is disturbed by shaking, this sediment mixes with the varnish, and turns it streaky and unfit for first-class work, as the varnish when applied over white or any delicate tints clearly shows the faulty varnish by brushing up in dirty, irregular patches.

The idea prevalent among users of varnish that unless the sediment be mixed with the varnish, the drying power is lost, is a mistake as the sediment is simply the spent drying agents and refuse from the gums used in the manufacture of the varnish. This sediment can only be removed by allowing it to settle or by passing it through a filter press. A good method of removing varnish from barrels is to insert a treacle tap in the barrel about two inches from the bottom, so that the varnish wil run clear of the foots, then place on a stand, and allow to settle some time before using.

NICKEL MILLIONAIRE TOURING WORLD.

With reference to an article published a couple of weeks ago in Hardware and Metal, telling of the palatial yacht in which Colonel Thompson of New York, the man who made so many millions out of Canadian nickel, was to make a tour of the world, a New York Herald cable says :

"Colonel Robert M. Thompson, who arrived a few days ago from New York, has been much annoyed by the exaggerated accounts published in New York of the plans for his forthcoming cruise and the list of guests published.

"There has been no possible chance of Lord Charles Beresford accompanying me, for instance," said Mr. Thompson, "and as for Lord Brassey doing so, why I have not had the pleasure of Lord Brassey's acquaintance.

"It is true I have chartered the steamer Mineola for a year. She is a freighter, of 4,800 tons, and has been in service between Galveston and the Continent. I am not fitting her up extravagantly, and the talk about a ball room is nonsense. I have been wanting to make a long and comfortable cruise and I hit upon the idea of chartering a big boat. On the deck I am having built a house for eight or ten guests, who will accompany me, and myself, so as to provide nice, comfortable quarters, but nothing elaborate.

"The vessel will reach Suez about December 1 and then we shall begin a cruise, visiting India, China and Japan, and then, if I like it, Java, the East Indies, and Australia, ending the cruise at Panama. We shall be gone at least six months and perhaps a year."

From the bunko man's point of view the beauty of a farmer is but skin deep.

"The Lost Chord!"

There is no necessity to telephone to the Canada Paint Company in a loud voice—you may speak "as soft as the cooing of a turtle-dove!"

Wide-awake salesmen are at each telephone, who thoroughly understand their business—They will take your orders with avidity.

The Canada Paint Company Limited

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

Glass Dealers — MONTREAL — 10 to 22 Inspector St.

A REALLY CLEAN WAY—THE BOWSER

Bulk oils can be handled in just as clean and convenient a manner as package goods.

This is not a theory but an actual fact, and the proof is this photograph of a Bowser installation.

The oils are stored in leak and evaporation-proof tanks located in the basement.

They are drawn in accurate, predetermined quantities (just the amoun of the sale) and pumped directly into the customer's can.

No measures, no funnels, no overflow, no drip, no dirt, no odor.

That's the result of Bowser Self-measuring Oil Outfits.

For more information and prices send for catalog V.

S. F. BOWSER & CO., LIMITED
66-68 Fraser Ave., Toronto, Ont.

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

WE Claim to give **all round** satisfaction to you and **your** customers.
BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET. ASK FOR THE BRAND.

Our Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 8, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 13½
Hallett's	0 13

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in ...	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot........... ...	16 00	16 50
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz..........		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base..............		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

No 10 gauge	2 70	2 70
12 gauge....................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16.-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 guage, American	3 85
26 " "	4 10
28 " "	4 55
10¾ oz.	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	23 50
Middlesboro, No. 3 pig iron..	20 50	22 00
Summerlee, " ..	25 50	25 50
" soft " ..	24 00	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1		25 50
Midland, Londonderry and Hamilton		24 00
Radnor, charcoal iron........	30 00	32 00
Lowmoor iron.......................		6 50
Angles		2 65
Common bar, per 100 lb......	2 15	2 30
Forged iron "	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel....................		2 30
Reeled machinery steel		3 00
Tire steel	2 35	2 50
Sheet cast steel.............. ...		0 12
Mining cast steel....		0 08
Warranted cast steel		0 14
Annealed cast steel....		0 15
High speed..................	0 60	0 65
B.P.L. tool steel	10½	0 11

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$36 50	$37 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 50
IX, 14x20 "	8 00
IXX, 14x20 base	9 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 50

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	5 25	5 35
Bar, "	5 75	6 00
Sheets, 2½ lb. sq. ft., by roll ..	6 75	6 50
Sheets, 3 to 6 lb. "	6 50	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 50	7 75
Part casks....................	7 75	8 00

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic	6 50	6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 12
Light copper bottoms	0 11	0 11½
Heavy red brass....	0 11½	0 11
" yellow brass	0 08	0 09
Light brass...............	0 06	0 06
Tea lead	0 03½	0 03¾
Heavy lead................	0 03½	0 04
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	10 50
" 2 " "	6 00	5 50
Machinery cast scrap ...	17 00	16 00
Stove plate................	12 00	11 50
Malleable and steel	9 00	10 00
Old rubbers....	0 09	0 10

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 35	⅛ inch........	3 20
¼ "	2 35	¼ "	3 20
⅜ "	2 90	⅜ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ " 7 65 to	9 25	1¼ " 9 90 to	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 75	3 "	34 00
3½ "	34 25	3½ "	42 75
4 "	39 00	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 24
Wiping........................	0 22	0 21

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)......	0 09
Litharge, ground	0 06
" flaked......................	0 06½
Green copperas (green vitrol)........	0 01
Sugar of lead...........	0 08
Lump olive..........	0 01¾

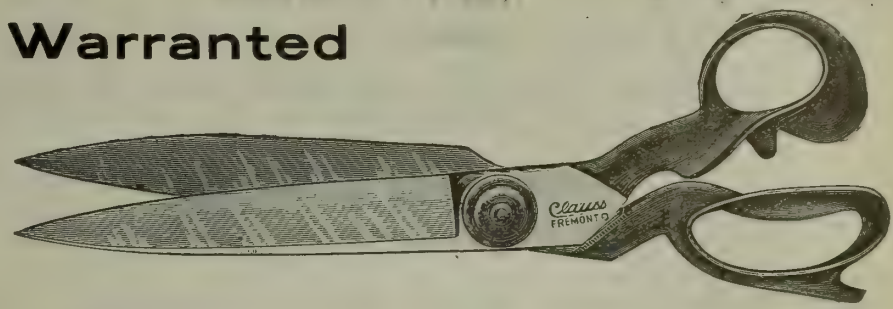
COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 10
French "	"	....	0 08
Marine black	"	....	0 04½
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks		0 08
" " 100-lb. kegs		0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 55
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 55
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D. Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 20
Robertson's pure paints		1 20

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 65
Fine orange	2 60
Medium orange	2 55

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 75	0 76
Linseed Oil, " raw	0 61	0 63
" " boiled	0 64	0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	7 15
No. 1 Canadian	6 80
Munro's Select Flake White	7 65
Elephant and Decorators' Pure	7 65
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
" Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 40
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		13 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons		0 08½
No. 1, " "		0 07
No. 2, " "		0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oiloloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt, per ton	60 00
Heavy Straw Sheathing, per ton	40 00
Dry Surprise	0 45
Dry Sheathing, per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels, per gal.	0 17
Roof " small packages "	0 25
Refined Tar, per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels, per gal.	0 15
Roofing Pitch, per 100 lb.	0 80 0 90
Slater's felt, per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 2
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35	00
Stable pavers, 12"x6"x2", ex wharf	50	00
Stable pavers, 9"x4½"x3", ex wharf	36	00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod, per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in., 100 lb. net		7 25
" " 5-in., "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.		4 75
over 12 in. "		3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10: No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage, per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs, per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional, per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.		0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz.		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack, per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill.................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'...........per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian........... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather..... 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each................ 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11............ .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail................	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¾
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb............. .... 0 12½
Brook's.................... .... 0 12¾
Pipe Vise, Hinge, No. 1....... .... 3 50
" " " No. 2....... .... 5 50

Saw Vise..................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts..................	55 and 5
Bolt Ends....................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.
"C" brand, 57½ per cent. off list.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No. 2 and larger, $4; "X.L." featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.........................	4 00	3 55
3d.........................	3 15	3 25
4 and 5d...................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d.................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge..................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount, 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVERWARE.

RAZORS. per doz.

Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's............ 3 60 10 00
Lewis Bros.' "Klean Kutter' 8 50 10 50
Henckel's 7 50 20 00
Berg's 7 50 20 00
Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's........... ....6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware. 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz........... 0 40 0 75
Mincing knives per doz 0 50 0 80
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 103........ 1 35 2 00
Kitchen hooks, bright 0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 90
" No. 50, nickle-plated, " 0 95
" handles, japaned, per gross 9 25
" " nickled, " 9 75
Common, plain...................... 4 25
" plated 5 50
sbestos, per set............. .... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.8); 5 in., $7.45; 6 in. $9.9).

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 50
Lift Tubular and Hinge Plain, " 4 75
No. 0, safety .... " 4 00
Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000
Eureka tinned steel, hooks . . 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch........ " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch........................ " 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.................... 3 00 15
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.2·; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 8). All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. . 2 80 Galvanized.... 32

HAY WIRE IN COILS

No 13, $2.70: No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.4) — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.5)—No. 12, $3 05 —No. 13, $3 15—No. 14, $4.00. Base sizes, Nos 6 to 9 $2.35 f.o.b. Cleveland in car lots List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string............... 3 65 4 70
" 3 " 2 90 3 40

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHESPINS

Cane's, 5 gross loose, per case.... .... 0 57
" 4 " packages, per case 0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz.... .... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops...................... .... 1 25
"900" mops...................... .... 1 25
Folding ironing boards..........12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz.......................... 9 55

WASHBOARDS.

Cane's, per doz.......... .... 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy 54 00
Stephenson.......... .... 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. 35 00
Eze 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz. 1 00 1 50
Bullard's............ " 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
" " 9 60

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 22 1 00
Awning .... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal.............................. 0 10½
Pure Manilla 0 15
"British" Manilla.................. 0 12
Cotton, 3-16 inch and larger......0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute.............................. 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 09½
500 " standard 0 09½
550 " " manilla 0 10½
600 " " " 0 12½
650 " " " 0 13½
Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ....per lb. 0 25 0
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe.......... " 0 10
Deer Creek........... " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.... 20 00 22 00
" under 40 lb., " 24 00
" 200 lb. and over .... [illegible]

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Canada Cycle & Motor Co., Toronto Junction.
Carriage Mountings Co., Ltd.. Toronto.

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd , Toronto.
Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies.
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
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Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
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Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
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Hutton, Wm., & Sons, Ltd., London, Eng.
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Electric Fixtures.
Canadian General Electric Co., Toronto
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Enameled Ware
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Engines, Supplies, etc.
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Eavetroughs
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Fencing—Woven Wire.
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Files and Rasps.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
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Harvest Tools.
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Hockey Sticks
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Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Ladders.
The Waggoner Ladder Co., London, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
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Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co. London, Ont.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Lye
Gillett, E. W., & Co., Toronto

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Nails Wire
Dominion Wire Mfg. Co., Montreal.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

Packing.
Gutta Percha & Rubber Co Toronto

Paints, Oils, Varnishes, Glass.
Blanchite Process Paint Co., Toronto.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ottawa Paint Works, Ottawa
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshaw
Robertson Jas., Co. Montreal.
Robertson, Jas., Co., Limited, Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.
Majestic Polishes, Toronto

Portland Cement.
International Portland Cement Co. Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
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London Printing & Lithographing Co., London, Ont.

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Clauss Shear Co., Toronto.

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Pease Foundry Co., Toronto.

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Brantford Roofing Co., Brantford.
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F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Standard Paint Co. Montreal.
Wheeler and Bain, Toronto

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Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

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McFarlane, Walter, Glasgow

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Hyde, F., & Co., Montreal.

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Cameron & Campbell, Toronto.

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Clauss Shear Co., Toronto.

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Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

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Down Draft Furnace Co., Galt
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Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto
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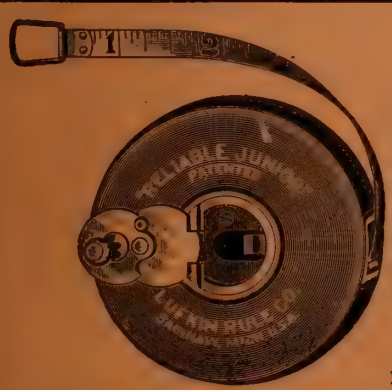

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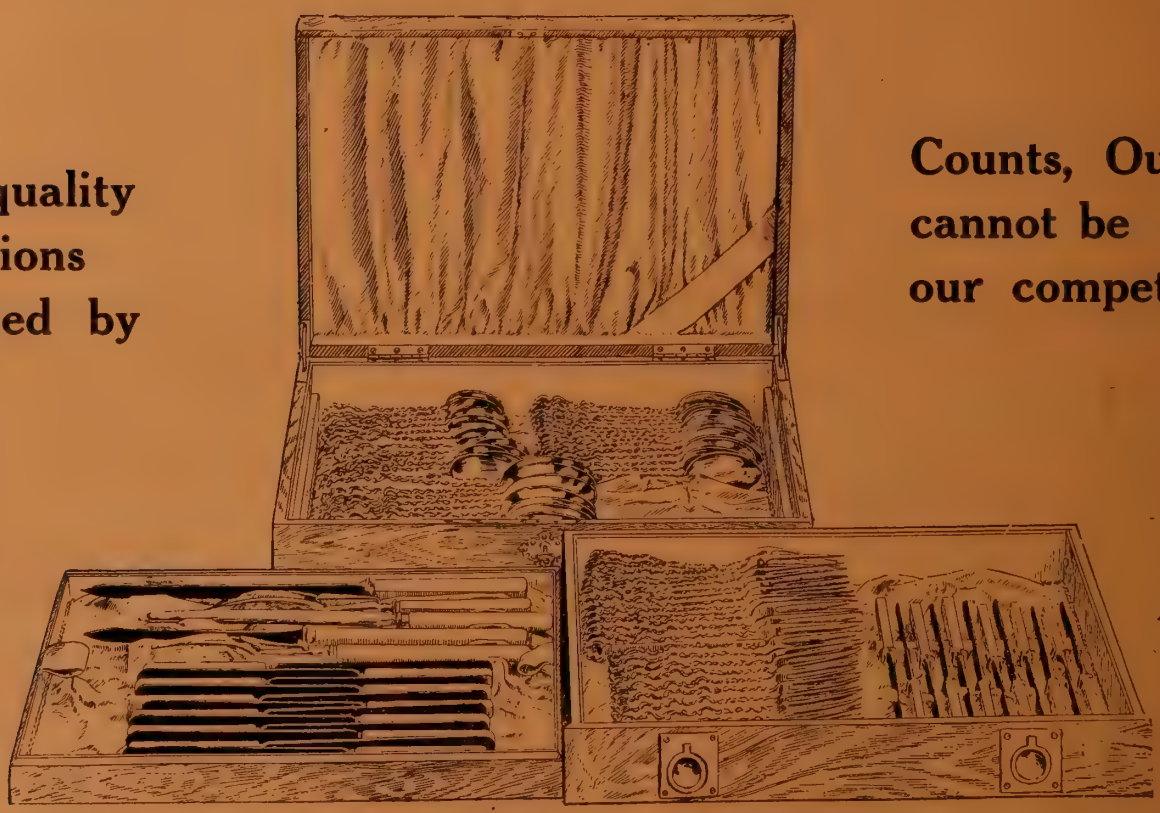

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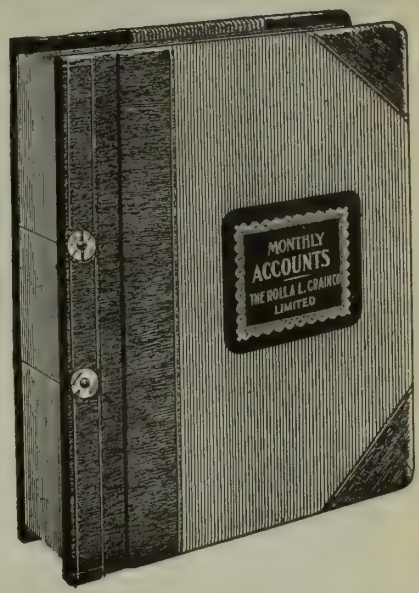

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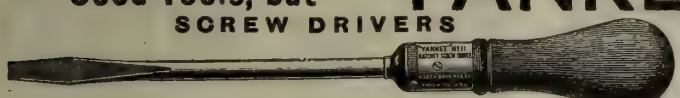

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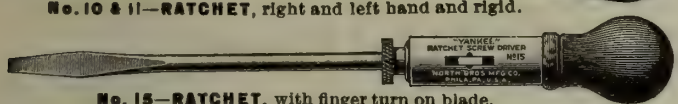

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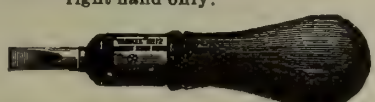

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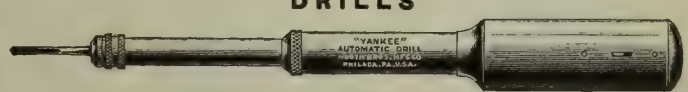

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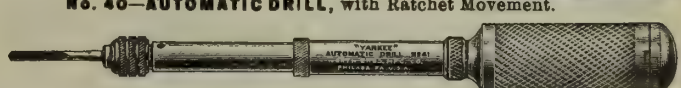

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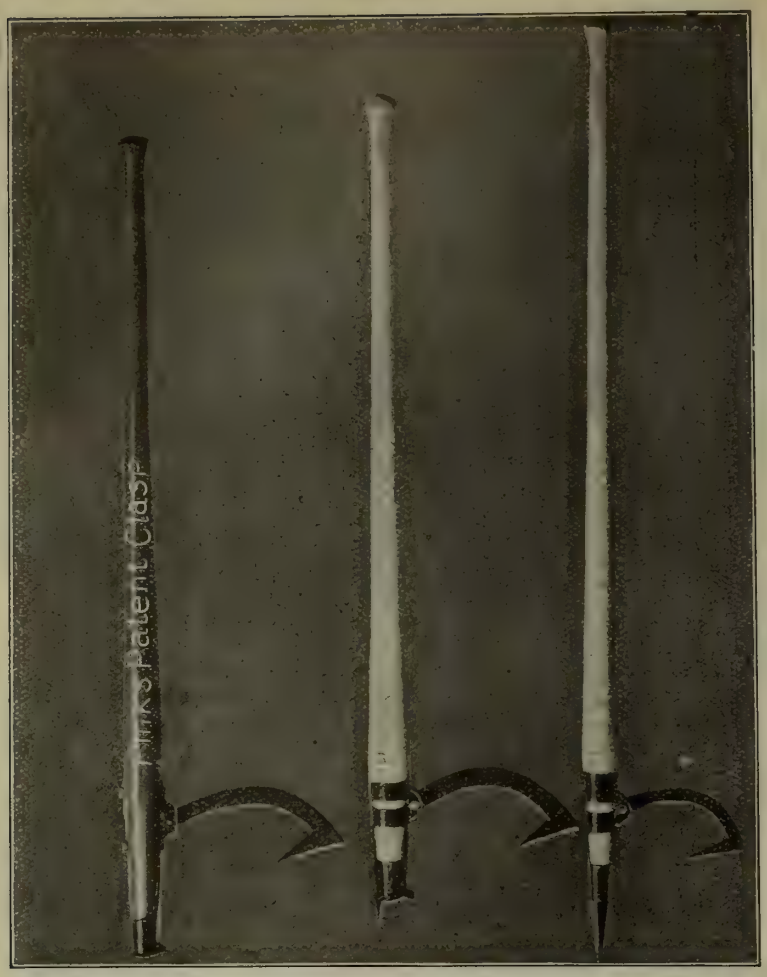

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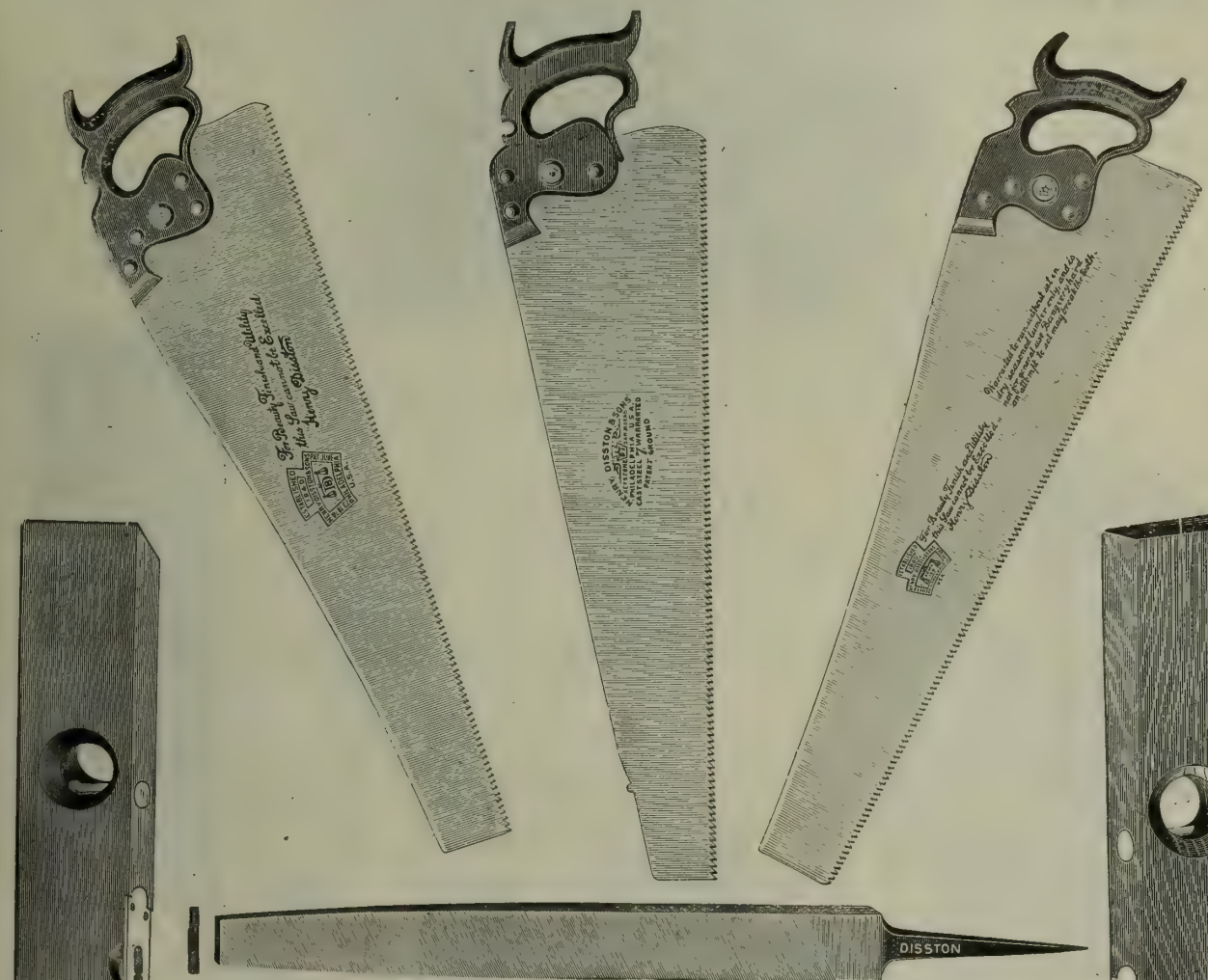

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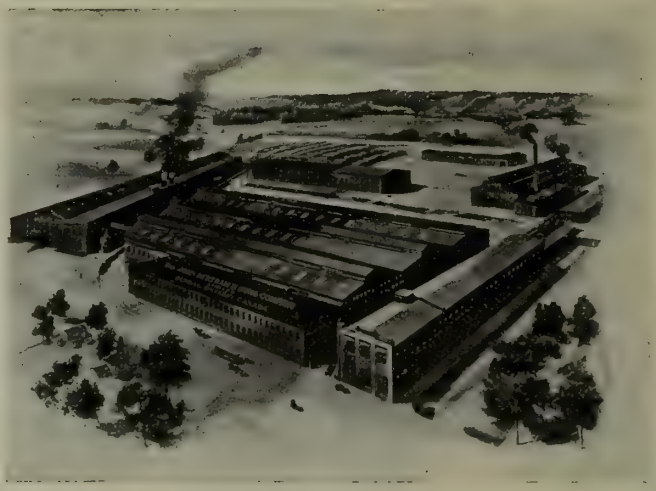

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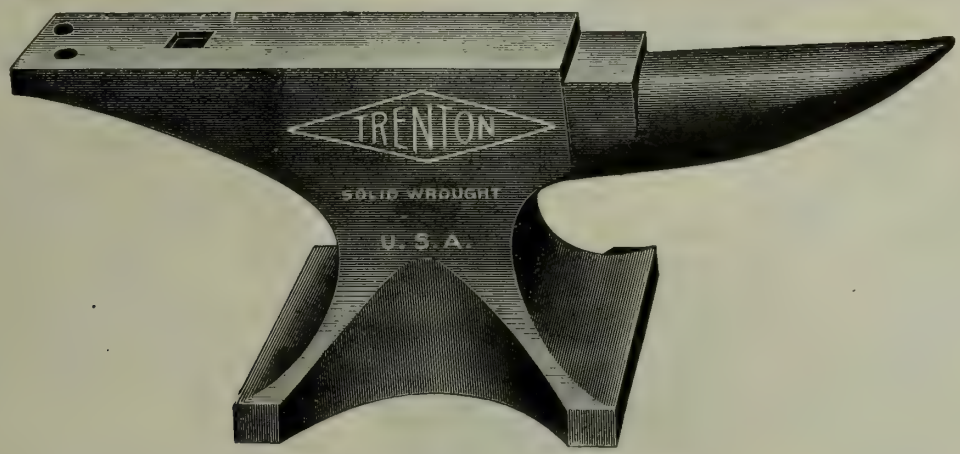

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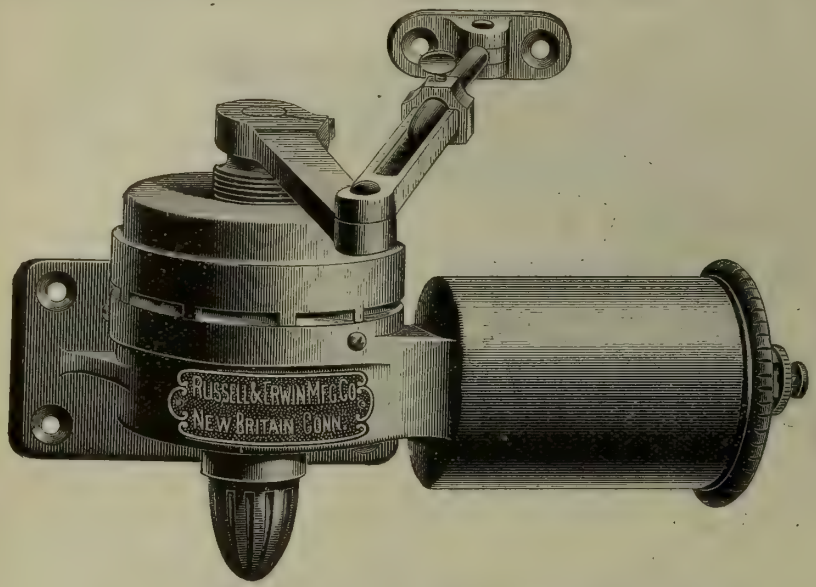
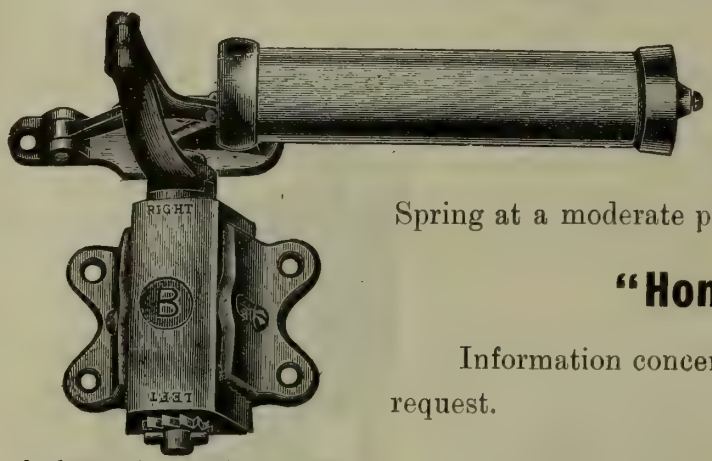


Columbia. In stock in five sizes.

"Columbia"

This Door Check and Spring is the most suitable for the Canadian climate, because there is no oil in it to thicken and clog. It is pneumatic, nothing in it to freeze. By a simple regulating valve it can be readily adjusted so as to give any desired action to the door, whereby it will always be positively closed, but under a control which prevents slamming.



Larimer. In stock in two sizes.

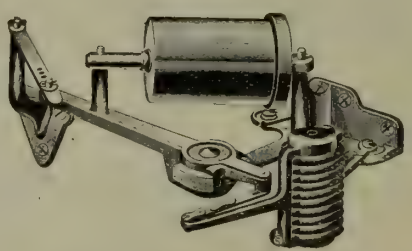
"Larimer"

meets the demand for a Door Check and Spring at a moderate price. The action is quick, firm and noiseless.

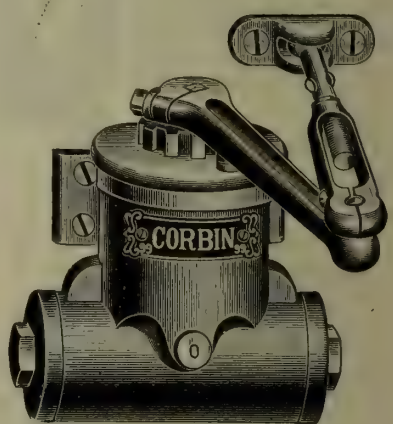
"Home" and "Corbin"

Information concerning any of these lines will be furnished on request.

We have besides the cheaper Springs, such as Torrey, Victor, Champion, Perfect and Phœnix.



Home. In stock in four sizes.



Corbin. In stock in five sizes.

If you get our prices you will buy from us.

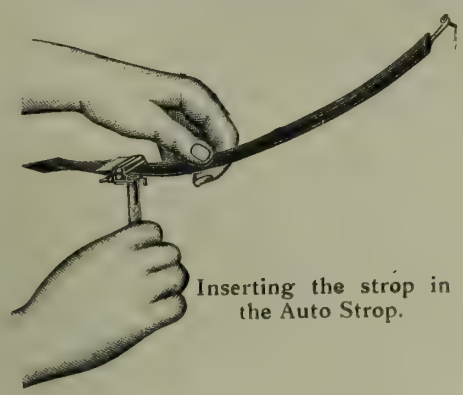
FROTHINGHAM & WORKMAN, LIMITED

Hardware, Montreal

F. & W.

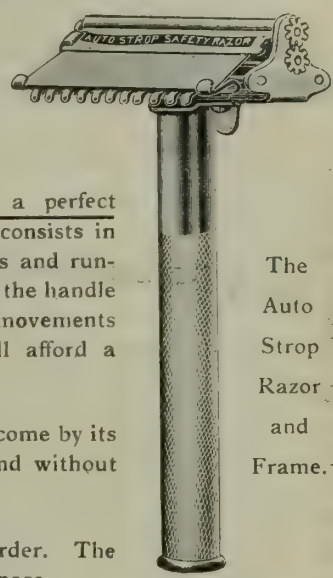
F. & W.

THE objection made to most safety razors is the difficulty, or rather the impossibility, of stropping the blades. Any mechanic or steel expert will tell you that no steel has yet been discovered that will preserve a shaving edge without stropping. The result is that while the first few shaves may be satisfactory the last few shaves by a razor that has not been stropped are far from satisfying. Blades that can be stropped will remain sharp and in condition to use, are more economical, and will give more shaves than the razor blade that cannot be stropped.



Inserting the strop in the Auto Strop.

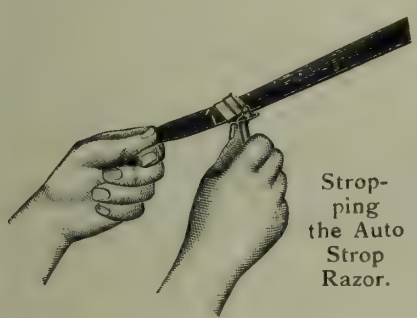
The **AUTO STROP SAFETY RAZOR** is a complete solution of the difficulty of stropping safety razor blades. The stropper is part of the frame itself and may be brought into action instantly. It is extremely simple—you cannot go wrong if you try. In fact, you are obliged to produce automatically a perfect cutting edge. The operation of stropping consists in inserting a leather strop between two rollers and running the frame backwards and forwards with the handle at right angles to the strop. Only a few movements are required to produce an edge that will afford a smooth velvet shave.



The Auto Strop Razor and Frame.

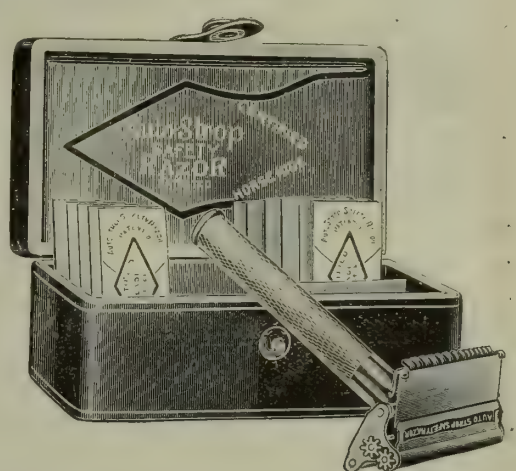
In the **AUTO STROP RAZOR** the disagreeable work of cleaning is entirely overcome by its simple construction, which admits of the blade and frame being cleaned in a "jiffy," and without taking it apart, or even removing the blade.

The **AUTO STROP RAZOR** is thoroughly well made and cannot easily get out of order. The blades are made of the best quality of steel and the frames of the best material for the purpose.



Stropping the Auto Strop Razor.

The **AUTO STROP** outfits are put up in a form that makes an attractive article in a hardware store. The complete outfit consists of a triple silver-plated frame, one dozen blades, and a genuine horsehide strop, all contained in a handsome velvet lined leather case 2¼ x 3 in. Extra blades and strops may be obtained.



The "Standard" Auto Strop Razor Set.

The **AUTO STROP RAZOR** is made to sell, and its makers are pushing the sale by advertising it in the leading Canadian newspapers and magazines.

Do you not think the **AUTO STROP RAZOR** has points that will make it sell? Be the first then to secure the sale of it in your town. Let your store be known as the headquarters for **AUTO STROP RAZORS**.

Thousands of safety razors are selling yearly, and more will be sold in the future. Their sale is affecting the barber's business, and the consumption of old-style razors has been checked. The **AUTO STROP RAZOR** is the most perfect safety razor yet produced, and will be one of the leading sellers.

Secure the sale of it in your town. Write for prices, or send for a sample lot.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses, MONTREAL

Warehouse at WINNIPEG, CANADA

Showrooms, TORONTO, 77 York Street
OTTAWA, Holbrook Chambers
QUEBEC
FRASERVILLE

HAVE YOU GOT THEM?

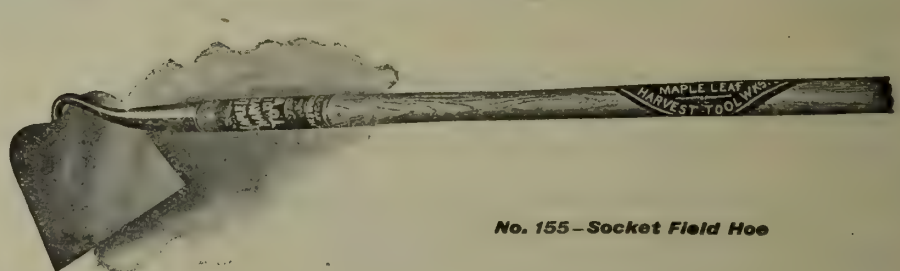
The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork

No. 108—Hay Fork

No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-819
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

FEED BOILERS.

For Feed Cooking Boilers write the largest Manufacturers in Canada for circulars and prices. You know us.
The
James Bros. Foundry Co.
Perth Ont.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

MACHINERY

Owen Sound Iron Works, Limited
OWEN SOUND, ONT.
Cement Mill Machinery, Boiler and Steel Tank Work of all kinds, Grey Iron and Brass Castings.

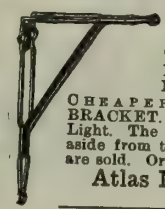
METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RAILS

JOHN J. GARTSHORE
83 Front St. W., Toronto
RAILS and Supplies,
New and Second-Hand
For RAILWAYS, TRAMWAYS, Etc.
Old material bought and sold.

SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

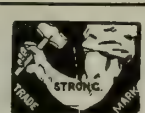
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works:
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Make Your Unused Funds

bear interest at the highest current rates. Amounts of $1 00 and upwards are received in the **SAVINGS DEPARTMENT** of **THE METROPOLITAN BANK.** Interest is allowed from date of deposit, and compounded every 3 months. No delay in withdrawal.

ALL DEPARTMENTS OF BANKING ARE CONDUCTED WITH ABSOLUTE SATISFACTION AND SECURITY.

The Metropolitan Bank

Capital Paid Up: $1,000,000.00

Reserve Fund and Undivided Profits: $1,183,713.23

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

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LOSSES PAID SINCE ORGANIZATION, 29.833,820.96

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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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HALIFAX, N, S.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms Excellent Cuisine, Attendance Qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

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PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

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The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Nov. 1. Closes in May.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. **J. K. MACDONALD,** MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

ENAMELLED COVERS ON ALL OUR GOODS

Buy...

ENAMELWARE

Manufactured by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.
TORONTO, ONT.

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

Up-To-Date Lumbermen's Supplies

AXES

Forest King
Made by Josiah Fowler. A lumberman's axe. Hand-made, unequalled in quality and finish.

Blood's Champion
Made from Firth's best cast steel.

Forest Clipper—Black Prince—Mikado
Fowler's and Blood's double bit axes.

Atkin's Victor Cross-cut Saws
They saw well. They sell well.

Disston's and Shurly & Dietrich Maple Leafs

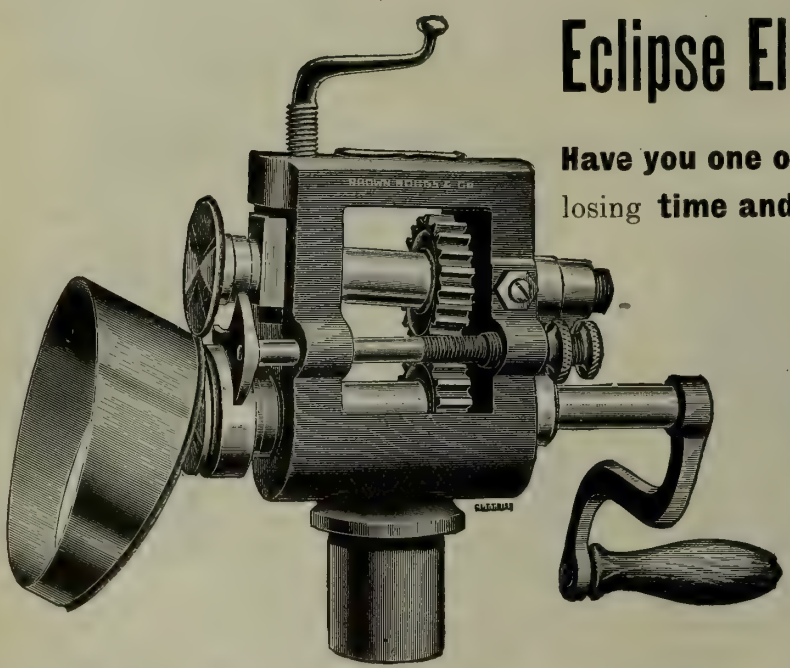
Horse Blankets
Every size and kind.

Pink's Lumbering Tools
Full assortment.

WRITE FOR PRICES

Thos. Birkett & Son Co., Limited, Wholesale Hardware **Ottawa, Ont.**

Eclipse Elbow Edging Machine



Have you one of these Machines? If not you are losing **time and money.** You cannot afford to be without one, as with this tool the work can be done **three times quicker,** and also **neater,** than by any other process. They make the **offset** and turn the **edge** in **one operation,** making **perfect** reversible elbow. Specially adapted for **furnace work.**

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Manufacturers of

Tinsmiths' Tools, Presses and Dies, Canners' Tools, Evaporating Machinery

Write for catalogue and prices.

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.

Not How Cheap, but How GOOD

Banner Lamp Burners,
O, A, B and D sizes.
Canada Lamp Burners,
A and B sizes.
Security Lamp Burners,
A and B sizes.
Bing Glass Cone Lamp Burners,
A and B sizes.
Lantern Burners,
No. 1 and No. 2.

Every Burner carefully inspected before leaving the factory, and guaranteed perfect.

Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST

We manufacture

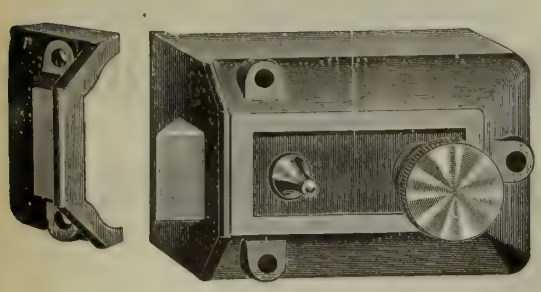
Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

Represented by
H. F. McINTOSH & CO
51 Yonge Street
TORONTO, - - ONT.

Write for Catalogue

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

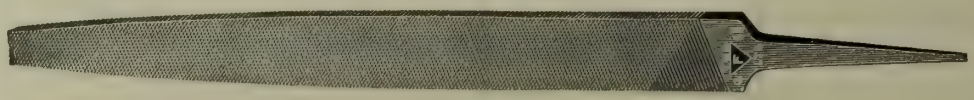
Sold by all Leading Jobbers in the Dominion.

SHEFFIELD STEEL FILES

Fairbanks Brand

are of a fine quality tool steel and have proven their superiority in working tests. The process by which these files are made is such that they cut smoothly and rapidly and possess greater endurance than all others.

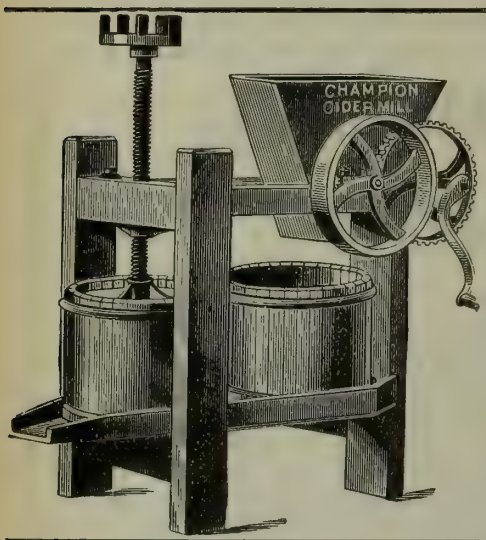
EVERY FILE GUARANTEED



MILL SUPPLIES AND TOOLS.

THE CANADIAN FAIRBANKS CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER



Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

The London Foundry Co., - London, Ont.

Young Man! Do You Want to Make a Profitable Change?

"A rolling stone gathers no moss," but it acquires a shine that enhances its value—where it has value to begin with.

Knowledge wins our business. Knowledge is the result of intelligent experience. To gain enough experience to make one's services valuable, it is necessary to make a change occasionally. But take no chances. State what sort of position you desire in the want columns of Hardware and Metal, and you are practically assured of a profitable change.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion and 1c. per word for subsequent insertion. Box numbers 5c. extra. Write or phone our nearest office.

HARDWARE and METAL, Toronto, Montreal, Winnipeg

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

All Things Being Equal Why Not Patronize Home Industry?

Some reasons why you should specify for and insist upon getting

DOMINION WIRE MANUFACTURING CO.'S

BARBED WIRE

Our prices are right.

We GUARANTEE the QUALITY of our wire to be equal to the BEST.

When the Barb Wire Season opens up we will be in a position to make PROMPT SHIPMENTS.

When sending in your order for Barbed Wire do not overlook the necessary quantity of STAPLES.

TRADE MARK

FOR PLATE

Just Received

A special consignment of

"Alaska" and "Singalese"

Pure White Nickel Spoons and Forks.

Hutton's "H. & S. A1"

Cross Arrow Brand Spoons and Forks.

We now have a large stock of these reliable goods on hand, from which we can fill orders for immediate shipment.

Write for samples and prices.

The House of Hutton

Established in England in 1800

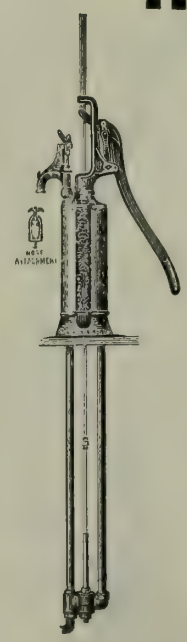
Sole Canadian Agent

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK

FOR CUTLERY

"Imperial"



Is the name of our Anti-freezing Windmill Force Pump with improved vertical threeway. Fitted for Six, Eight or Ten-inch stroke. This pump is Fig 18 in our catalog and is a great favorite with those who have used it. Our pumps for **Quality** and **Finish** stand in a class by themselves.

Write for Catalog of Pumps and Scales, we have a full line, also Elevators, Trucks, etc.

The Aylmer Iron Works Co.

LIMITED

AYLMER, - - ONT.

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

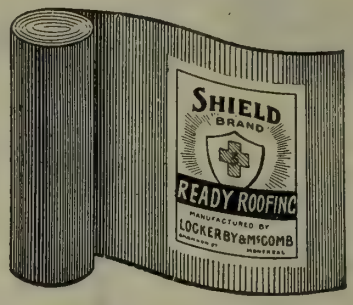
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is warranted.

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.
Fultonville
New York

This Trade Mark guarantees Satisfaction

The Man on the Fence

illustrates the difference between the common kind of fence and the

"Dillon" Hinge-Stay Field Fence

See how the man's weight acts on the hinge stays! As soon as he gets off, the fence will spring right back to its normal position.

WHY NOT ASK US ABOUT PROFITS?

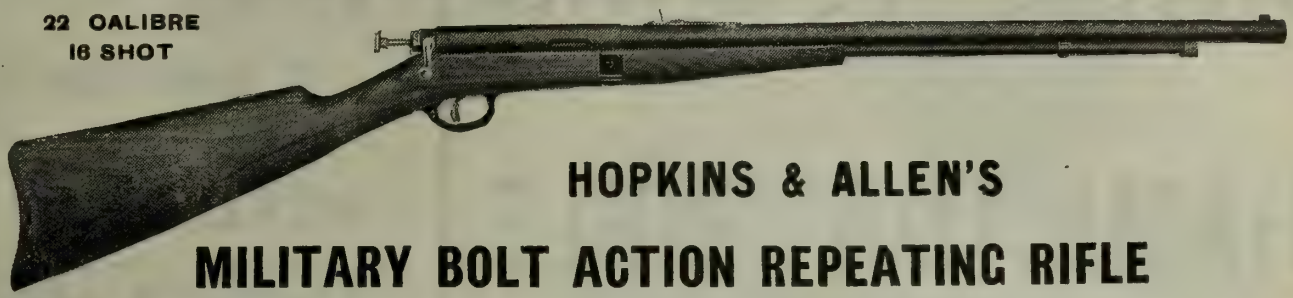
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

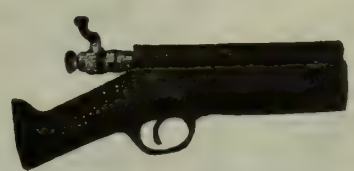
MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-MENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN. U.S.A.,

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

SHOOTING THE SHOOTER

is what quite frequently happens with the owner of a low-priced rifle. The thing blows up from sheer baseness of material and lack of skill in construction. That's the trouble with most low-priced rifles, but the

HAMILTON RIFLE

IS DIFFERENT

The barrel and breech are made from ***specially selected and tested rolled steel,*** and the parts are assembled by highly skilled mechanics. It is the safest rifle to use, and the most profitable to sell.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

NICKEL

The Canadian Copper Co.

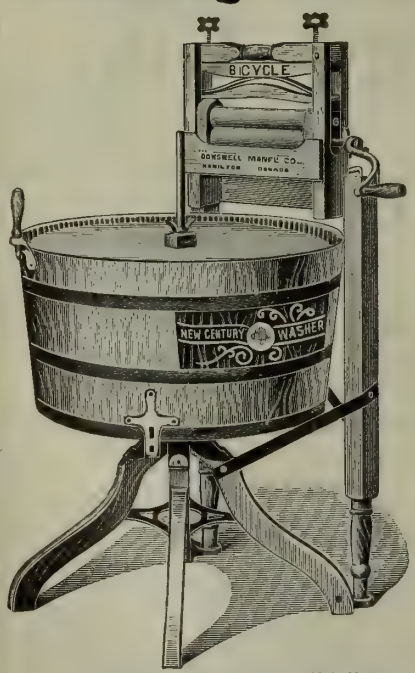
NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The DOWSWELL MANUFACTURING CO., Ltd.
Hamilton, Ont.
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

This is *the* Chopper

35 Sizes and Styles for Hand, Steam and Electric Power

The Revolving Steel Blades and Perforated Steel Cutting Plate *cut* the meat clean and clear—don't tear or grind.

No—there's nothing like it on the market.

It is in a distinct class
The "Enterprise" Class.

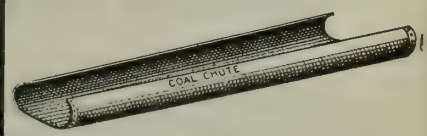
To increase your trade in "Enterprise" Meat and Food Choppers, write for copies of "An Enterprise Peace Offering," a booklet for free distribution. Send for Illustrated Catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.
NEW YORK, 21 Murray Street SAN FRANCISCO, 438 Market Street

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

BASS AND TROUT FLIES
$1.10 per hundred, postage included.
ORDER NOW FOR SPRING
JOHN NORMAN, 4502 Ste. Catherine St., WESTMOUNT, QUE

STEEL GOODS



Coal Chute made of heavy Sheet Steel—strong—handy—natty—any size—any length 8 feet length is standard. A great necessity these coal-days; also splendid for running roots or vegetables into cellars. Get our free catalogue of Feed Cookers, Feed Barrows, Steel Tanks and Steel Cheese Vats. Write us.

The STEEL TROUGH and MACHINE CO.
LIMITED
TWEED, ONT.

Scrap Iron for Re-working

Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment.

London Rolling Mills
London, Canada.

THE WAGGONER EXTENSION LADDER

is the lightest, handiest strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired Every painter, tinner, stacker and farmer needs one

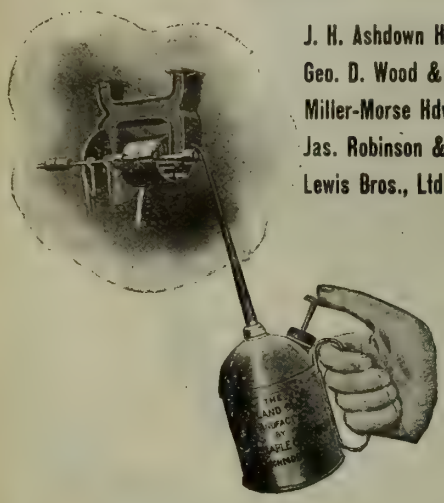
Write for circulars and prices.

The Waggoner Ladder Co., Ltd.
LONDON, - - CANADA
E. H. Brigge Co., Ltd., Western Representative Winnipeg, Man.

The Howland Pump Oiler

FOR SALE BY

J. H. Ashdown Hdw. Co., Winnipeg
Geo. D. Wood & Co., "
Miller-Morse Hdw. Co., "
Jas. Robinson & Co., "
Lewis Bros., Ltd., Montreal



A slight pressure of the thumb regulates the flow.

Maple City Manufacturing Co.

Monmouth, Ill.

Handling the Handle Trade!

What line of handles do you find most in demand—the brittle, easily broken kind, or the tough, stand-a-lot-of-abuse kind? The latter, of course! Well, then, you should know about Still's hickory

AXE HANDLES

Hammer, Sledge and Pick Handles

By reason of sheer, unadulterated merit, these handles of ours have come to be the most relied on in the trade.

Send now for lists and discounts!

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

Comfort and Perfect Sanitation Follow the Installation of

Standard Ideal Porcelain Enameled Ware

Architects and Builders find **STANDARD IDEAL PORCELAIN ENAMELWARE** well adapted for modern homes, office buildings, warehouses, hotels and public institutions. It is durable, smooth, non-porous and absolutely impervious to gases, dirt and disease germs.

WRITE FOR CATALOGUE

The Standard Ideal Company, Limited,

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, TORONTO, 50 Colborne Street,
MONTREAL: 128 West Craig Street. WINNIPEG: 156 Lombard Street

GREENING

All Kinds and Sizes and for All Purposes

Standard and Lang's Patent Lay.

Prices Right Prompt Shipment

Rope Fittings
Rope Grease

The B. GREENING WIRE CO. LIMITED

Hamilton, Ont. **Montreal, Que.**

When a customer comes to buy an

INJECTOR

What does he always say?

"I WANT A PENBERTHY"

If you are a particular merchant, one of the kind that buy "RELIABLE LINES" you will sell him a **GENUINE** PENBERTHY.

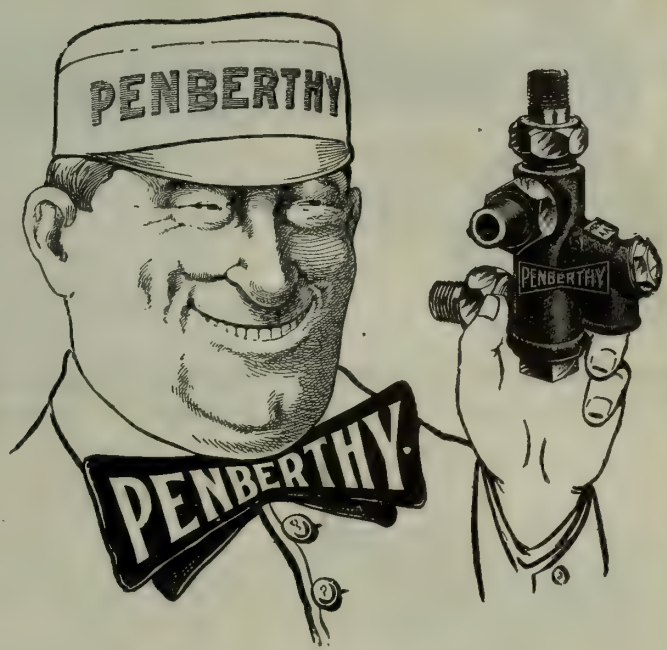
There's a feeling of Satisfaction in selling PENBERTHY INJECTORS.

It means cash profits and no loss of time.

PENBERTHY INJECTORS

Are Built on HONOR and Sold on their MERITS.

"Imitations are Dangerous" Buy the Genuine.



THEY ALWAYS WORK!

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

DO YOU WANT FOREIGN TRADE?

The American Exporter is the recognized medium for Canadian and American Manufacturers to increase their sales abroad

It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

N.B. Our sixth foreign trade tour, this time to Cuba, starts November 1st.

AMERICAN EXPORTER

135 William Street, New York

BOSTON PHILADELPHIA CLEVELAND CHICAGO

BLACK EAGLE HATCHET

Claw Head

No. 20

Hollow Steel Handle. Oil Tempered Blade.
Hardened Head. All Riveted Under Heavy Pressure.
Parts Absolutely Immovable.
Finish-Black Enamel-Polished Blade and Head.

A Blade that Keeps its Temper.
A Fine Cutting Edge.
A Handle that Does Not Shrink.
No Loose Head or Breaking of Handles.
For All Practical Purposes.
Up-to-Date and at Reasonable Price.
Fully Warranted.

Sole Agents and Manufacturers

CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

HIGH GRADE ALL THE WAY THROUGH

GUARANTEED
that every piece of Alaska McG. C. brand is the same high-grade metal all through.

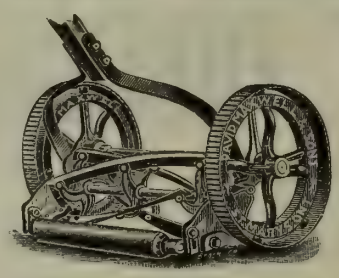
MR. DEALER—
Our guarantee is an argument which any customer will listen to and be impressed with, and the appearance of all our goods does credit to the best hardware store on earth.

THE McCLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

Are These in Your Store?

It lightens the woman's work and makes her your lasting friend.



Cuts well,
Looks well,
Lasts well
and
Sells well.

David Maxwell & Sons, St. Mary's, Ont.

PURITAN REACTING WASHING MACHINE.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO

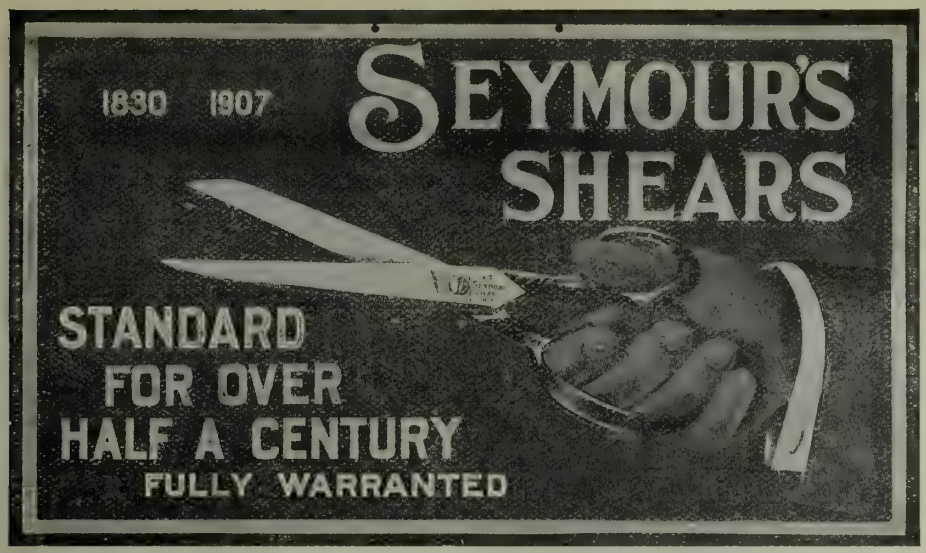
CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY. WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

...FULL STOCK...

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

LOOK AT THESE PRICES

"Oak Idea" Heater

The handsomest Oak Stove sold in Canada

Ontario „Wonder" Oak

Wonder Oak with Plain Front Door

NUMBER	SIZE OF FIRE-POT	PRICE
13	12 inches	$7.75
15	14 "	9.25

Oak Idea with Nickel Base Skirting

NUMBER	SIZE OF FIRE-POT	PRICE
545	13 inches	$13.00
565	15 "	15.00
545 on legs	13 "	12.00
565 on legs	15 "	14.00

Wholesale "Wonder" Oak

Wonder Oak with Mica Front Door

NUMBER	SIZE OF FIRE-POT	PRICE
115	14 inches	$9.50

Magazines supplied for all sizes except No. 13, 75 cents extra.

No more handsome or better Oaks made in Canada. Beautifully nickeled. Perfectly fitted.

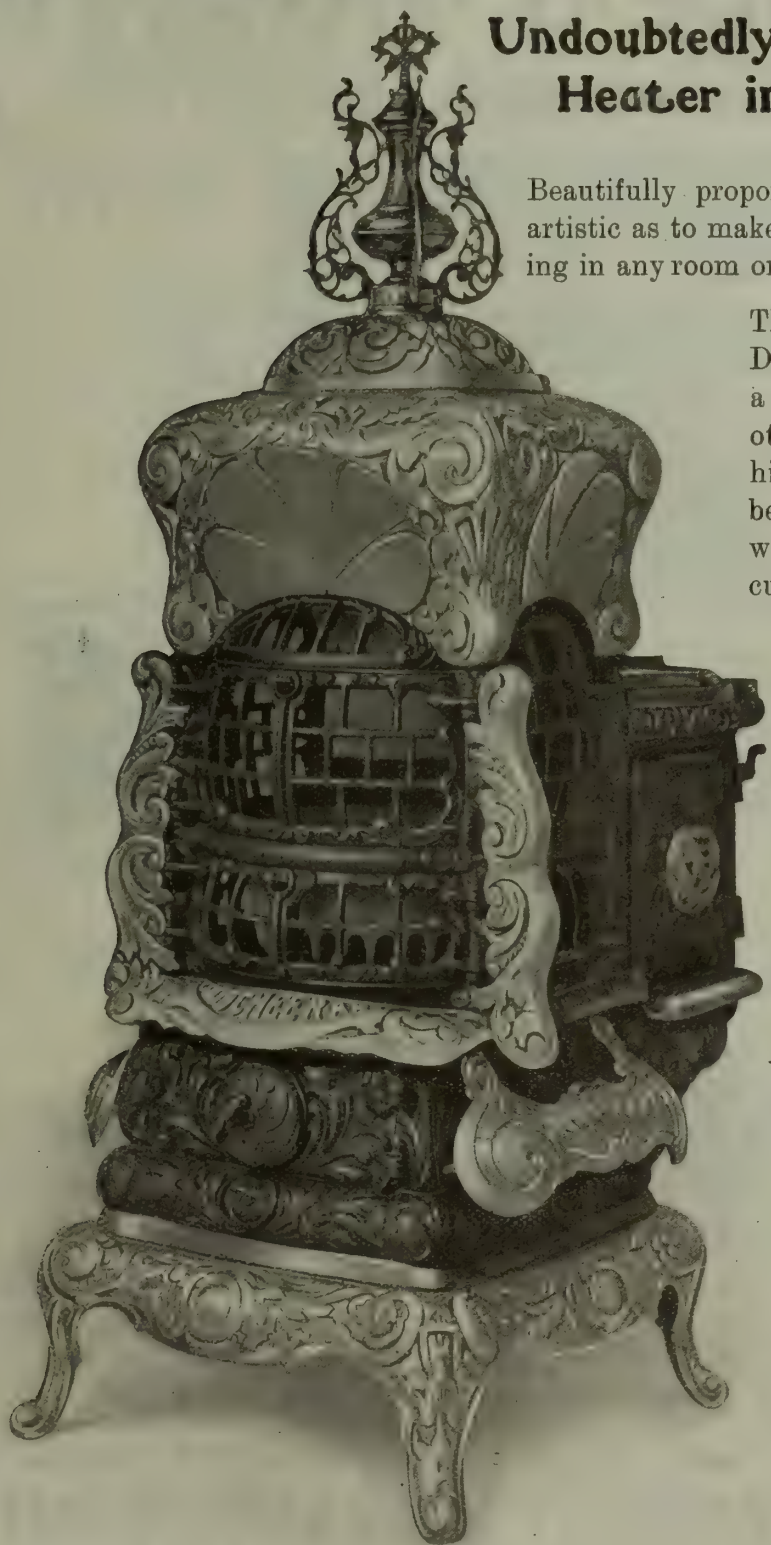
Get the agency for your town and secure the business.

Guelph Stove Co., Limited

GUELPH, - ONTARIO

The "Good Cheer" Art

Undoubtedly the most popular Heater in the market.



Beautifully proportioned and the design so artistic as to make a most appropriate furnishing in any room or hall.

Then, as to operating qualities. Did you ever hear of a user of a "Good Cheer" Art being otherwise than delighted with his purchase? And what better advertiser could you wish for than a well satisfied customer?

"Good Cheer" Arts have THE sale throughout the Dominion, and as this well and favorably known line ***costs you no more than the average bascburner of similar size and class,*** now is the time to secure the agency, get in your stock and do the business in the heater line in your locality.

Firepot is removable through side doors without moving a bolt. Ransom duplex shaking ring grate. Good-sized ash-pan, and every stove a double heater.

Two sizes, with or without oven.

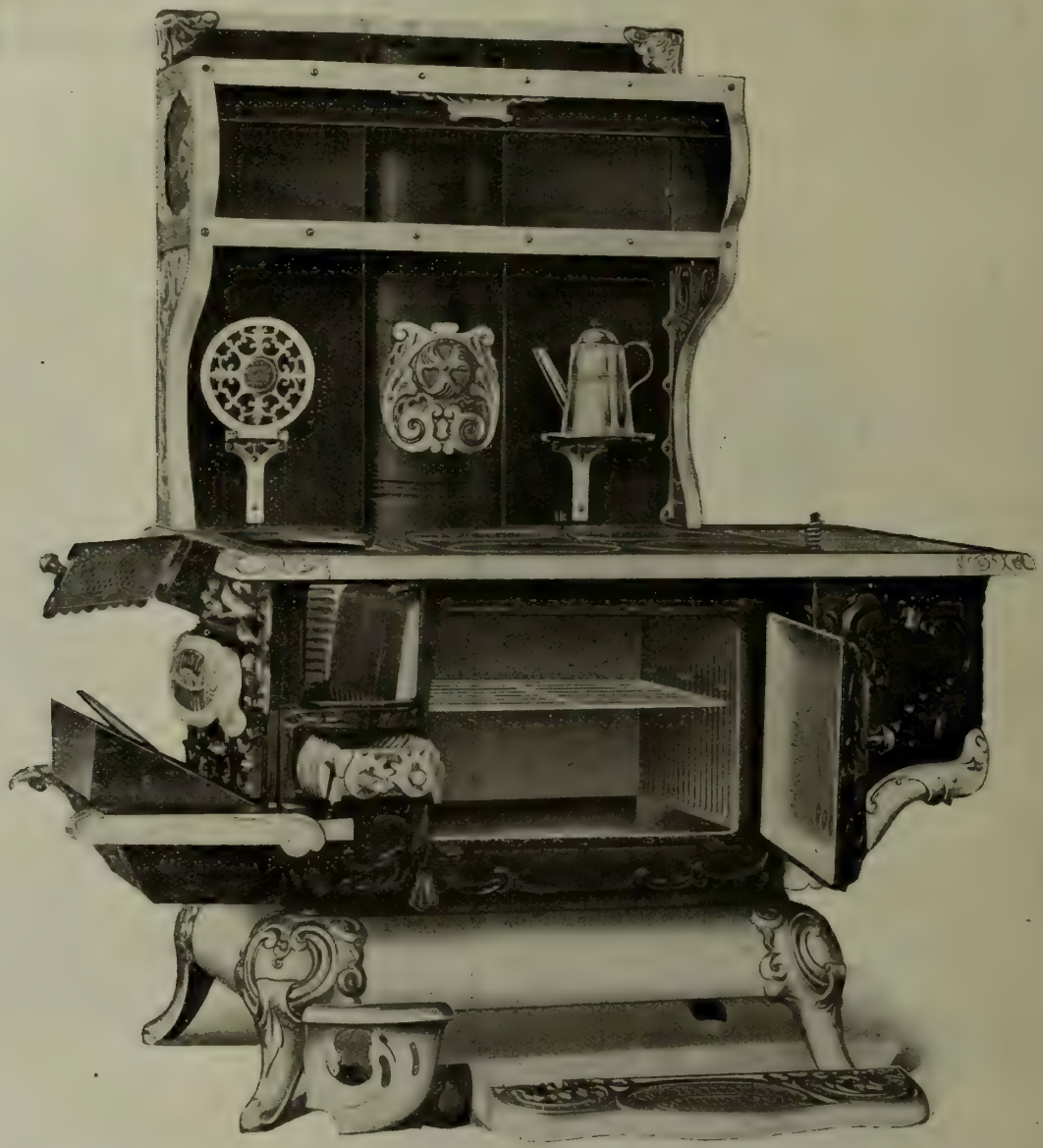
No. 44—13-in. firepot.
" 55—14-in. "

THE JAMES STEWART MFG. CO., LIMITED, WOODSTOCK, ONT.

Western Warehouse, James Street, Winnipeg, Man.

THOUSANDS OF SATISFIED CUSTOMERS CAN TESTIFY
TO THE SPLENDID WORKING QUALITIES OF

THE IDEAL FAVORITE



MADE WITH FOUR OR SIX HOLES. FOR COAL OR WOOD.

The above cut illustrates how easily the Duplex Grates can be taken out.

NOTE:—THE ROOMY SQUARE OVEN. THE GOOD SIZED FIRE BOX DOOR.
THE LARGE ASH PAN (The Full Size of the Hearth Pit.)

MOUNTED ON STEEL BASE, WHICH WILL NOT BREAK.

If we have no agency in your town, write for our new Catalogue.

FINDLAY BROS. COMPANY, LIMITED

CARLETON PLACE, ONT.

BRANCH HOUSE: 309 ELGIN AVE., WINNIPEG

Makers of the Smoothest and Best Fitted Stoves and Ranges in Canada.

"PANDORA" RANGE

Proves Every Claim Made for it

So "Pandora" Success is Complete

☞ The dealer who recommends "Pandora" Range has the eye for business.

McCLARY'S

London Toronto Montreal Winnipeg
Vancouver St. John, N.B. Hamilton Calgary

AN OXFORD OAK

with a price card on it will sell easier than any other twelve dollar article. These are the days for heating stove business.

You can talk convincingly about the **Nickel Reflector Door** and the **Mica Openings in the Fire Door.** The Oxford Oak is different from anything your opposition has.

Write on a post card

"Send me a 120 Oxford Oak"

If you are an Ontario dealer it will only cost you $8.53.

The

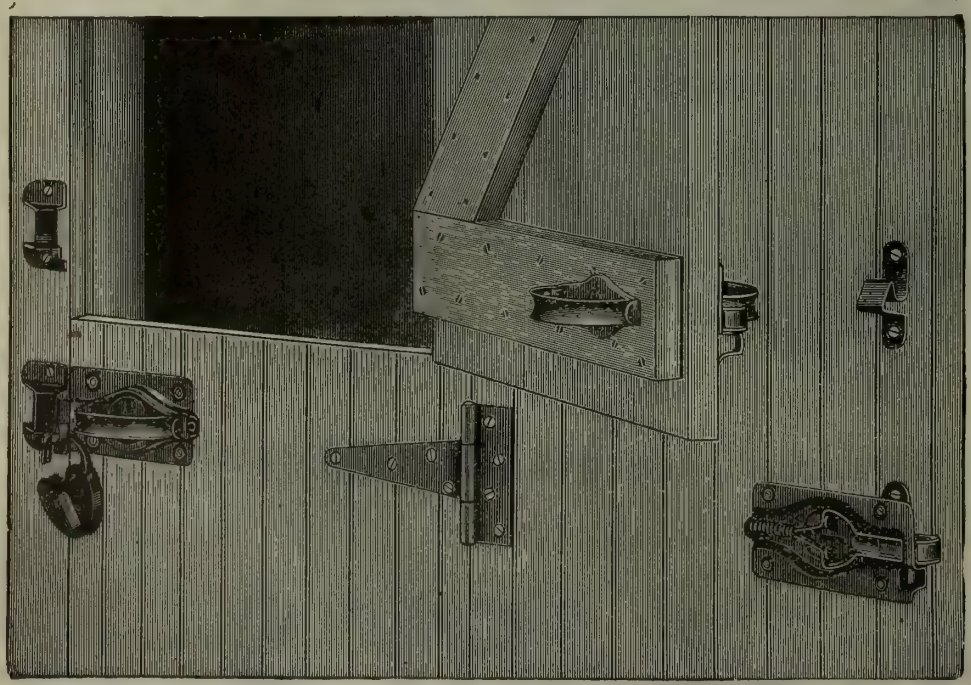
Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver
Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta. and EDMONTON, Alta.

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

STEEL BARN DOOR LATCH

It is convenient; it is strong; it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**

ALBANY, WISCONSIN, U.S.A.

Steel Fishing Rods

EFFICIENT ADVERTISING Beautiful and powerful magazine advertising, catalogues, calendars, hangers, signs, booklets and circulars, besides free fishing cuts for dealers' local papers.

FACTORY DOUBLED so great is the popularity of "BRISTOL" rods that we have doubled our factory. Push "BRISTOLS" and see your trade double.

THE ORIGINAL STEEL Fishing Rods are "BRISTOLS." They made the reputation for steel rods. Their reliability, resiliency, flexibility and adaptability to all kinds of fishing have proven their superiority.

THREE-YEAR GUARANTEE tied to every "BRISTOL." You don't have to argue. "BRISTOLS" sell themselves. Liberal profit to the dealer.

Write for catalogue proof sheet of fishing cuts and full particulars.

THE HORTON MFG. CO., - Bristol, Conn.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.

You are Protected

against the liability of setting your customer's house on fire, if you sell him our

Asbestos Stove Lining

It is a perfect fire-proof lining for any and every kind of stove, range, grate or furnace. For permanent stove or furnace repairs, or mounting, nothing can equal our

ASBESTOS FIRE-PROOF FURNACE CEMENT

It adheres instantly and permanently to the castings and positively will not burn.

They are both Money Makers.

Benjamin Moore & Co., Limited

(Formerly The Francis-Frost Co., Limited)

New Offices and Works: Toronto Junction, Canada

New York, Chicago, Cleveland, Carteret, N. J.

TRADE MARK KEYSTONE BRAND REGISTERED

The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

STERLING	JUBILEE
JEWEL	KLONDIKE
IMPERIAL	GREAT WEST

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company Limited

Port Elgin, Ontario

MY BUSINESS

is to talk each week to hardware merchants, plumbers, clerks, manufacturers and travellers. I find out what they want and then I satisfy those wants.

Sometimes I find a man in Halifax who wants to buy a set of tinner's tools and I may find a purchaser for him in Vancouver.

Frequently hardware merchants buy new show cases and then they want to sell the old ones. Well, no person in their own town wants to buy them and they can't afford to start out on the road, for they can't travel as cheaply as I can. So I find a purchaser for them, it may be in a nearby town or it may be half way across the continent. My charge is the same in each case.

Hardware merchants are always wanting clerks, and clerks are always wanting new positions, and when you know all these people it isn't so hard to introduce them and let them come to terms if they can.

I had some work last week that kept me pretty busy. A hardware merchant in Eastern Ontario wanted to buy some cut nails, so he told me to go into all the hardware stores in Canada and deliver this message :—

ANY hardwaremen having stock of cut najls they wish to dispose of at reduced prices should write at once to box 501 HARDWARE & METAL, Toronto.

Over sixty dealers left their work at once and wrote offering to sell their stock. A number of others seemed to be interested and will probably write later. I charged him half a dollar for my work. Do you think this was too much ?

I am always glad to carry any message no matter what it is. You see, I am a sort of Jack-of-all Trades. I'm an employment bureau and a second-hand store although I sell a good many new articles as well.

I do my work well because I have been going over the ground for over 18 years and know practically every hardware merchant, plumber, stove and tinware dealer in Canada.

Have you a message to be delivered to any of these people ?

Do you want it delivered quickly ?

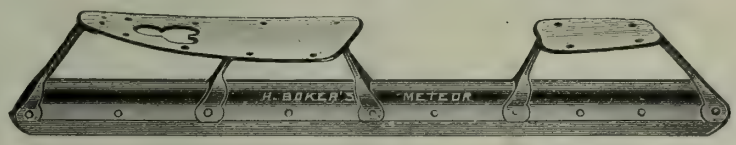
Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

H. Boker's **METEOR** **H. Boker's**

Canadian Patent



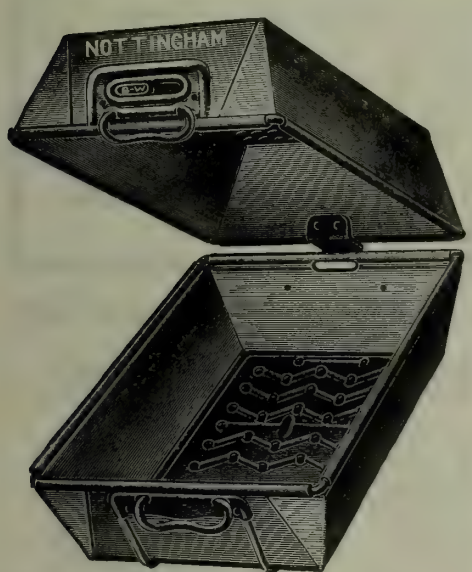
Splendid Value

LATEST MODEL TUBULAR HOCKEY SKATE

double heel and triple sole support.

FAST, LIGHT, STRONG.

Made in full ***Nickle Plated*** and polished as well as ***Aluminum*** finish. For ***sale*** by Leading Wholesale Hardware firms.



Strong, durable and convenient, with false perforated bottom and ventilator

E. T. WRIGHT & CO., - HAMILTON, CAN.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

Persons addressing advertisers will kindly mention this paper.

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

HOW TO BUILD A GOOD FENCE

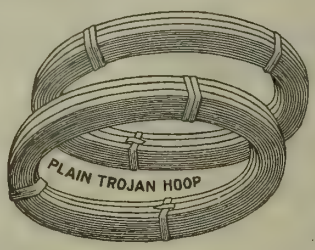
Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

TROJAN HOOP IRON

BLACK (Oil Finish) and **GALVANIZED** (Bright Finish)



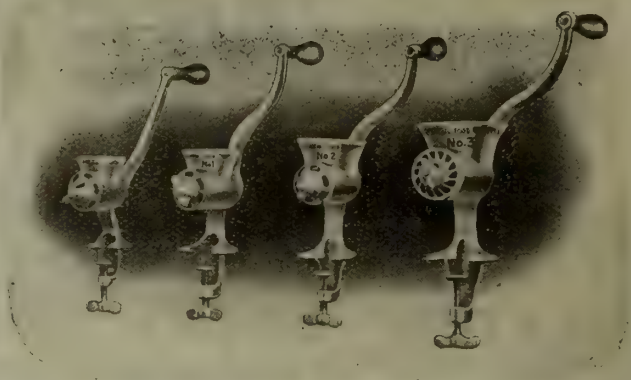
Widths
½, ⅝, ¾, 1 in.

Gauges
26, 27, 29.

½x29 will run 40 feet to the lb.
Packed in bbls. of 500 lbs.

The Only Hoop to Handle.

J. N. WARMINTON,
43 Scott St., Toronto 207 St. James St., Montreal



You Are Unjust to Yourself

if you are unacquainted with the

"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

There are two exclusive features about them, which, apart from their many other points of merit, will sell the "General" and the "Shirreff" on sight. These features are—non-rusting steel knives, which are also self-sharpening. Why not write for our list anyway?

Shirreff Mfg. Co., Ltd.
Brockville, - Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

Hardware Store Business Methods

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
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TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

Opportunity Is Busy Knocking

at your door while you are reading this message, and although the opportunity for you to handle our line of

Window Glass

is always open, it stands to reason that the sooner you begin to handle it, the more money you make. Why let outsiders come in and take away your glass trade? It's yours and you ought to supply it. Let us send you our catalogue! Then you will see what a comprehensive line is always ready for you to draw from, and we can say truly that the quality of our goods has never been excelled.

The Hobbs Manufacturing Co. Ltd.

LONDON TORONTO WINNIPEG

Have You Ever Noticed

THE SILVER GRIND

THE ORIGINAL NEWMARKET CLIPPER.

which is such a striking characteristic of the **Newmarket Clipper?** It is a kind of whistling sound, and means Perfect Grinding, Perfect Balance of Cutting Tension, Perfect Bearing of Cutting Edges. This is

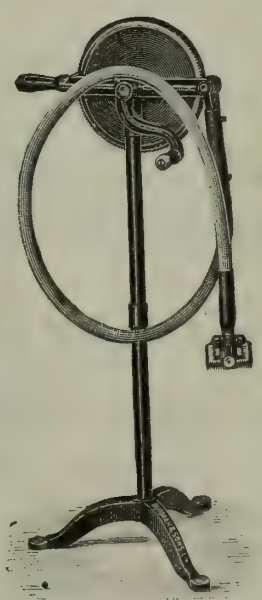
Handicraftmanship

pure and simple, and can only be obtained by skilled and experienced workmen, who have had the secret handed down to them from their forefathers.

We Hold That Secret

and this explains why our machines keep their edge so long, and will clip 3, 4 and 5 times as many horses as other makes.

We ask you to bear these facts in mind when placing your orders for the coming season.



THE BURMAN No. 13 POWER HORSE CLIPPER.

BURMAN & SONS Limited, LEE BANK WORKS, BIRMINGHAM, ENG.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES' COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS

Some of the inducements for dealers to handle our goods are—

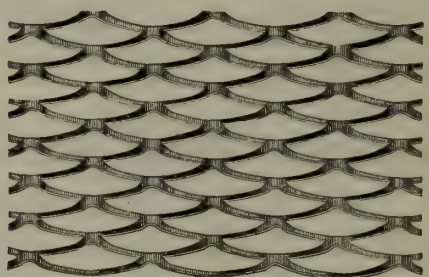
The EXTENSIVE and HANDSOME lines.

The name "Sanderson-Harold" guaranteeing QUALITY and SATISFACTION.

SANDERSON-HAROLD CO.
LIMITED

PARIS, - - - - ONTARIO

"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable.

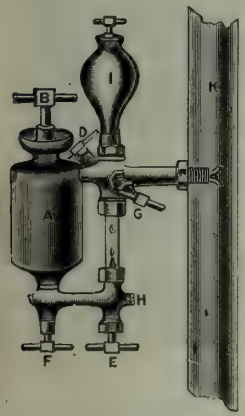
See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.

or Dunn Bros., Winnipeg, Man. and Regina, Sask.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

J.M.T. INJECTOR
Simple, efficient and fully guaranteed.
Thousands in use.



J.M.T. LUBRICATOR
Made single and double Glass.

Iron and Brass Pipe and Fittings, Valves, Stop Cocks, Gauges, etc.

TRADE MARK J.M.T.

We Make the Largest Variety in

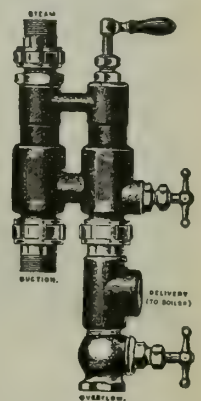
STEAM GOODS

Steam Specialties
Water Supplies

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

Recording Gauges, Lubricators, Oil Cups, Steam Separators, etc.

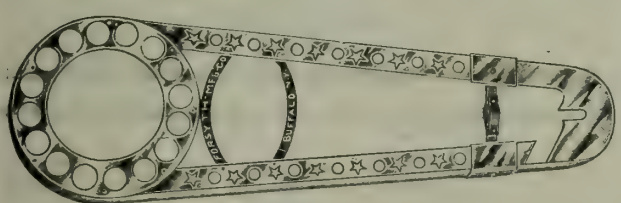
J.M.T. VALVES
High grade only.
Built for durability.



The Genuine
HANCOCK INSPIRATOR

A Better Metal Chain Guard

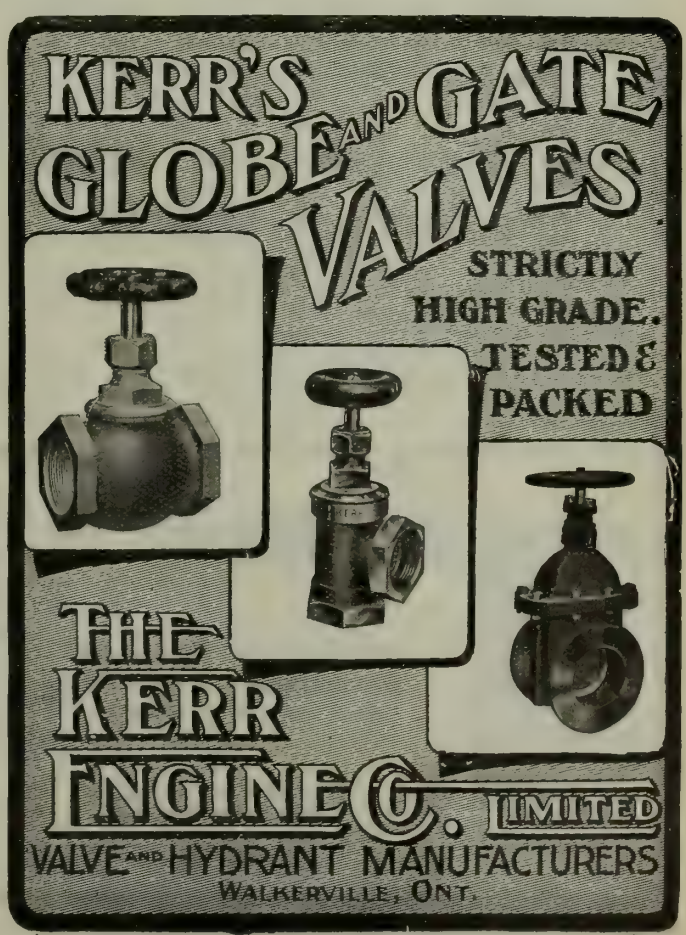
Just as soon as the trade knew that we were ready to market our improved Metal Chain Guard, our construction department was almost swamped with orders. Shrewd dealers recognized this Guard



as an important constituent of The Wise Buyers' line. The big bicycle boom in Canada should mean lots to you. It will if you secure our catalogue and stock our bicycle accessories.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



SUPPLIED THROUGH ALL JOBBERS ONLY

MORE MONEY FOR YOU

If you want a furnace cement that never disappoints your customers, you ought to order some

Sterne's Asbestos Stove and Furnace Cement

We guarantee every pound of it to be more durable, more economical, and to possess greater heat-resisting capacity, than any other brand on the market.

G. F. STERNE & SONS, BRANTFORD, ONT.

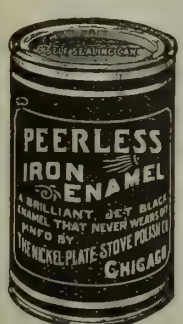
"DIAMOND" BRAND FITTINGS

are perfect in all points. The material is of the highest grade, while the perfect threading and elegant finish please everyone who uses them.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA



8-oz. Can.

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1 Doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

You handle Hardware, possibly, in connection with your groceries and general stocks. You want to be posted on all lines. There is

NO PAPER IN CANADA

that gives more thorough and valuable pointers to General Storekeepers than

The Canadian Grocer

It is issued every week. Costs only $2.00 per year. Send for sample copy.

THE CANADIAN GROCER
Montreal Toronto

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

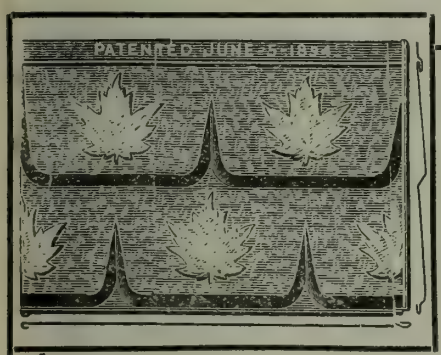
You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



Any Roofs to Cover in Your Town?

Before the winter sets in there will probably be some roofing to do in your neighborhood. You can make money and friends by selling

"SAFE LOCK" GALVANIZED STEEL SHINGLES

Your profit comes not only in the sale, but in laying the shingles. They are simple in construction, and can be put on without trouble. Yet you are paid as much for them as for the inferior Metal Shingle which is awkward to apply and never gives satisfaction.

Send us your orders. We can fill them promptly.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

SALES AGENCIES:

Emerson & Fisher, Limited	J. A. Bernard	Clare & Brockest	Ellis & Grogan	Wm. N. O'Neill & Co.
ST. JOHN, N.B.	QUEBEC	WINNIPEG	CALGARY	VANCOUVER

THE MOST LIGHT FOR THE LEAST MONEY

C. G. E. Incandescent Lamps

Long Life ***Efficiency*** ***Reliability***

Write for prices and quantity discounts.

Canadian General Electric Co., Limited

Head Office, - - Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

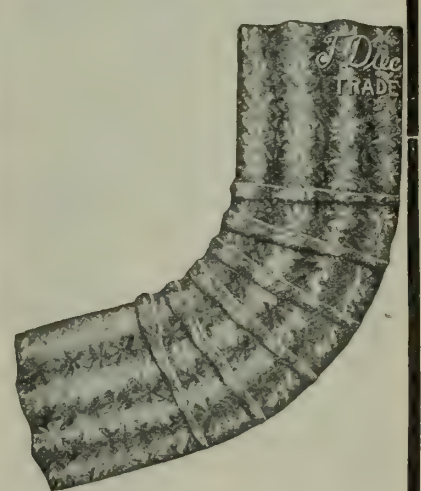
BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

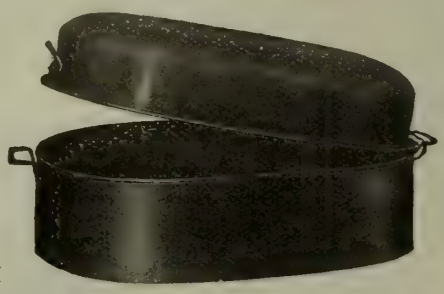
1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

SAVORY SEAMLESS ROASTERS

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless without a corner or an angle or a groove or a corrugation or a seam or a fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE (11¼ x 17¼ x 8¼ inches)

List Price, per doz.

No. 200 Finest Siemens-Martin Blued Steel, $16.00
Made in Pearl Ware only..... 40.00

Case Lots.....½ Dozen.

HOTEL SIZE (13 x 19 x 10 inches)

List Price per doz.

No. 400 Finest Siemens-Martin Blued Steel, $28.00

Case Lots.....¼ Dozen.

THE KEMP MANUFACTURING CO.

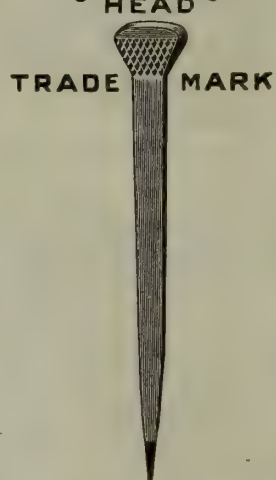
COR. GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., MONTREAL, QUE.

The Purchaser of any Product is Wise who Considers Quality and Cost

"THE BEST IN THE WORLD."



As manufacturers, we have considered and planned for our customers' best interest as regards QUALITY and COST.

Our ample facilities, highly successful methods of production and untiring study of the needs and condition of the market have enabled us to furnish horse shoe nails possessing a rare combination of essential qualities, and nails which unquestionably in the long run are the least costly to the purchaser.

THE STRENGTH OF A NAIL is a very important consideration in deciding what nail to drive.

THE WEIGHT OF A NAIL is a most essential factor in the economy of a horse-shoers business. Having regard to the requirements of strength and lightness, we have spared no effort at our factory to produce nails possessing these qualities in the highest possible degree. The famous ***"Capewell"*** nail is the result of our labors, and it is gratifying to us to know that it is recognized as the LEADER, and acknowledged by the large majority of the horse-shoers of this country to be "the best horse nail in the world."

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER

Travelers' Associations Elect Officers

Few Hardware Travelers Amongst Those Nominated for Executive Positions—Grocers and Drygoodsmen More Active in Association Work.

The Commercial Travelers' Association of Canada is concluding one of the most prosperous years in its history. The membership has reached the total of 8,371, of which 368 have been added to the roll during the past nine months. The net profits for the year will reach $50,000, which is all the more remarkable by reason of the fact that death has been busy in the ranks of the membership and over $50,000 will be paid out in some 80 mortuary benefits.

The organization is growing rapidly in public favor and esteem, and plans are already under way for its further development. It was suggested that an effort be made during the coming year to secure the appointment or representatives on the various Boards of Trade and in the Canadian Manufacturers' Association and other kindred organizations. In fact, it is proposed, as far as deemed advisable, to affiliate with the various commercial and business bodies of standing in the various provinces. Such a move it is felt will not only widen the scope and influence of the Travelers' Association, but will, moreover, prove a decided acquisition and benefit to the commercial life of the allied organizations.

W. H. DEAN, HAMILTON.
Candidate for Re-Election as Director of the Hamilton Board Commercial Travelers' Association of Canada.

President Howard Re-elected.

Speaking at the nomination meeting of the association in Toronto last Saturday evening, President L. A. Howard congratulated the association on the status attained. "I have been ten years upon the board and can say that this year has been the best. The condition of the country is satisfactory and prosperous. While there is some stringency, it is true, in the money market, I have seen no marked decrease in th line of credit obtained from the banks to the standard business enterprise. It is only the wild cat schemes which are curtailed for the time being. There is no cause for pessimism. The outlook throughout the whole of Canada is bright."

The meeting was called to determine the nominations to go before the annual meeting to be called in the near future. Mr. Howard was unanimously chosen president for the second term.

Other Nominations.

Nominations for the other offices were received as follows:

First vice-president, Messrs. Geo. West (West, Taylor & Bickle, brush manufacturers, Norwich.) and John Gibson.

Second vice-president, Mr. Robert Gemmill, elected by acclamation.

Treasurer, E. Fielding (turpentine and oil broker), and John Kenny.

Toronto board of directors Messrs. J. H. Lumbers, S. M. Sterling, Chris. J. Tuthill, W. J. Mix, J. W. Charles, J. H. Wildfong, W. M. Fielding, A C. Rogers, P. M. Gough, Jas. C. Cane, Jas. McLachlan, H. B. Ellis, R. W. Menzies, W. D. Morrison (Rice, Lewis & Son, Toronto), Thos. Moffat, Albert Montgomery.

Nine Are to be Elected.

Hamilton Board—First vice-president, John H. Herring (elected by acclamation); second vice-president, E. J. Fenwick and R. M. Stuart (Burrow Stewart & Milne, Hamilton), (one to be elected.)

Directors for Hamilton Board—W. H. Dean (Wood, Vallance & Co., Hamilton), E. M. Dore, W. W. Godard, Arthur F. Hatch (Canada Steel Goods Co., Hamilton), Thomas Leeming, George A. Matheson, William Mulveney, Geo. M. McGregor, George E. Peene, C. C. Smye, J. Stoneman, P. A. Sommerville, H. G. Wright (E. T. Wright & Co., Hamilton), and E. O. Zimmerman (six to be elected.)

Montreal Board—S. O. Shorey, vice-president (elected by acclamation). Directors David Adair and William Cauldwell (one to be elected.)

The following boards were nominated and declared elected by acclamation:

Guelph Board—C. Auld, vice-president, and Adam Taylor (Taylor, Forbes Co., Guelph), director.

Brantford Board—J. S. Hamilton and D. J. Waterous, directors.

Kingston Board—W. H. Graham and W. S. R. Murch, directors.

Winnipeg Board—H. Miller (Miller-Morse Co., Winnipeg), vice-president, and A. C. Merritt, director.

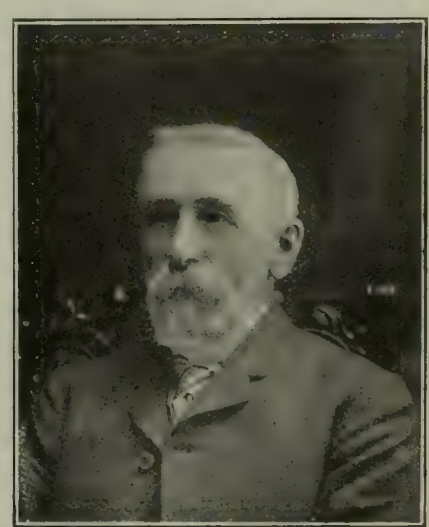
Vancouver Board—Fred. Buscombe and J. A. McMaster, directors.

Berlin Board—Fred Doering and W. J. Moody, directors.

Brockville—M. Moore, director.

Ottawa—John Everett, director.

The following members were named as a committee to act in conjunction with the Board of Directors to arrange the annual banquet and celebration: Thomas McQuillan, J. W. Charles, J. W. Brown, John Gibson, Robert Keyes, H. Goodman, S. R. Wickett, J. Mc. Laughlin, Richard Ivens, T. G. Malcolm, John Everett, C. E. Kyle, William Hopwood and F. J. Freeman.



E. FIELDING, TORONTO.
Candidate for Re-Election as Treasurer of Commercial Travelers' Association of Canada.

The annual meeting of the association will be held on December 29th.

ELECTIONS AT MONTREAL.

At a meeting of the Dominion Commercial Travelers' Association, held in Montreal, nominations for officers and directors resulted as follows: President, George A. Mann, R. C. Wilkins, W. J. Egan; vice-president, S. J. Mathewson and J. B. Giles; treasurer, Max Murdock; directors, J. A. Dawson, P. M. Lemaitre, O. A. Thibault, Charles Patrie, F. N. Picard, S. D. Stewart, S. W. Anderson, E. Duckett, and Hugh Glanford. Mr. Giles, one of the candidates for vice-president, is one of Drummond McCall's staff of salesmen.

Hints for Christmas Business Getting

Timely Suggestions made by W. J. Illsey, with the J. H. Ashdown Hardware Company, Winnipeg—Examples of Last Year's Window Displays and Advertising with Suggestions for Displays Next Month.

Every store-keeper, whether large or small, has the same object in view; namely, "Get all the business possible at every season." This means that the man who succeeds in getting this business must keep continually planning and preparing for the future. Ere long we shall be into Christmas business again. It's time to plan and prepare for it now. You have probably bought some lines already for this trade. Have you an assortment to meet all demands for various people? I would suggest a fair stock of the lines enumerated which from my experience, sell well at Christmas season. Remember the hardware store has come to be recognized as the place to buy useful as well as pretty articles for gifts.

Assortment of Christmas Goods.

For the smaller towns: Assorted pieces of plated silverware, cruets, sugar bowls, etc.; carvers in cases, to retail at from $3.50 to $10; scissors in cases and otherwise (a good line for all the year); pocket knives (put in some specialities, they always go well); safety razors, skates, sleighs, nickle-plated-ware, such as teapots, tea kettles, servers, etc.; carpet sweepers, plated smoothing irons, fancy lamps, table and dessert knives, air rifles hockey sticks, etc.

W. J. ILLSEY

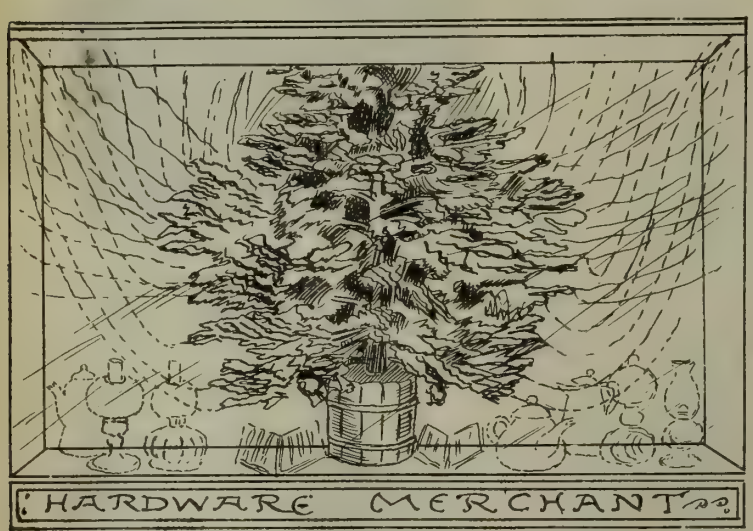
Who Will Shortly Associate Himself With the Illsey Bros.' Business at Red Deer, Alberta.

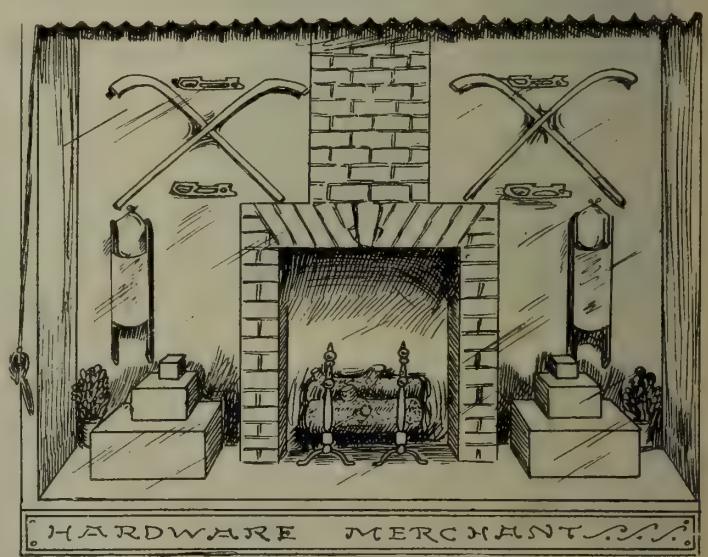
clocks, cut glass, sterling silver goods, hockey boots, toboggans, snowshoes, boys' tool kits (these may be filled up

Methods of Advertising.

Then about a month before Christmas begin your special work on advertising that you are out for holiday trade. Use lots of "printers' ink." It pays and you will find that the more spent (judiciously) the more business you will do. Tell the people in a simple way just what you have to sell and the prices, also why they are the desirable things for gifts (useful, durable, pretty and easy priced, etc.) In the store arrange to have one or more tables on which to display the various goods on sale. You thus get a lot of free advertising through customers who come for other goods and who see the display and speak about it after. Talk to your patrons about the goods you have and tell them what they are worth. If they don't buy then, almost invariably they will come again.

Have your goods displayed in the windows two weeks previous to Christmas. Then a week before, put in the "real Christmas windows" which will be left there until after the holiday is past. In making these window displays, use plenty of cards bearing prices and "Christmas Gift" suggestions. Get some holly and mistletoe for use in the background or if not easily had, use





Two Suggested Window Displays for Hardwaremen who Favor the use of Novel Arrangements to catch the eyes of shoppers during Christmas week.

For the city merchant, the same lines with these additions: A larger and more elaborate line of carvers in cases; cases of cutlery, in pearl handles, with forks, spoons, etc.; ladies' and gentlemen's traveling companions; manicure sets, leather goods, military brushes, fancy

from stock), etc. All the above are legitimate to the hardware trade.

Having selected the lines you will handle see that you buy them right. Enquire a bit as to where the best place is to get what you want, as goods bought right are easily and quickly sold.

evergreen boughs. These all add to the Christmas effect.

Enthuse your clerks with the thought, "We must make this holiday trade the largest yet." Talk it and keep talking it. Plan and work all the time on the plans and note the results—pleasing

ones every time. Invite (in your ads.) the ladies of the community to visit your store and see what you are offering. Ladies are the big buyers in any town or city, therefore cater to their trade. Be pleasant to the boys and girls too, as they spend a lot also.

My idea in regard to the giving of souvenirs, is that one line pays. That is, the giving of calendars to every home you can reach out to for business. But do not hand them out over the counter. It costs little more, but pays to mail them right to the home. That is where you want them.

The accompanying sketches of Christmas tree and fire-place window displays may suit some merchants who believe in "novel" displays, but I have found that the window dressed with the goods you wish to sell with price cards attached, does the thing you desire—"make sales."

and sides of the windows can be draped with white cheese cloth, evergreen boughs and holly being used for variety. In the vacant spaces various lines can be displayed and on the bottom lamps, coffee pots, carvers etc., can be arranged with price cards and "gift suggestions" cards. The same centre and trimming can be used more than once by changing the line of goods shown.

The fireplace in the other window can be built of real or artificial brick, the andirons, etc., being taken from stock. On the brickwork a card should be hung announcing that "Santa Claus will come by way of this window Christmas eve at 8.30. Don't fail to see him. Mail your letters to him in the letter box inside." On Christmas eve one of the boys can fix up as Santa Claus and give away suitable souvenirs to each child who has written a letter. This will draw

supply customers. In describing the idea of the display, Mr. Illsey says:

The background is of white silk, over this being a holly section covering about one-third of the depth of the back, and among this interspersed at close quarters about 75 electric lights. The other lighting was done by the regular rows of seventeen 16 c.p. lights, and thirty-two other 16 c.p. frosted bulb lights run perpendicularly on mounts. The window, when lighted up, was as bright as day. The lines displayed were cut glass in the right end, in the centre, cutlery in cases, and to the left silverware. The displays did not crowd the window over much.

In the front of each glass, and close to it, I had a display of pen-knives. Starting at our north window, and running to the south, each ring of knives in order was priced at 50c, 75c, $1 and $1.50. My individual sales in the cutlery department amounted to over $450, so you may grasp an idea of our rush. At different times during Monday before

Last Year's Christmas Week Display, Arranged by W. J. Illsey for the J. H. Ashdown Hardware Company, Winnipeg—Awarded First Prize in Hardware and Metal's last Holiday Window Competition.

Again, let me reiterate former statements. Go at it right, keep at it determinedly, use plenty of "printers' ink" and you will get the business.

Suggested Displays.

Two windows which can be easily constructed by the average retailer in the smaller towns are roughly planned in the accompanying sketches.

In one a small evergreen tree is used as the centrepiece, skates, knives, nickled goods and other bright and attractive lines being hung on the tree. Radiating from the tree to points on the walls silver tinsel should be strung and if possible small electric bulbs should be attached to the tree as by lighting these at night decidedly pleasing effects can be secured. The back

a lot of people to the store. The rest of the window should be trimmed with holly and mistletoe on a white background, a limited display of the lines of Christmas goods in stock being also shown, care being taken to use price cards and not to fill the window too full.

Last Year's Prize Window.

A year ago Hardware and Metal offered prizes for the most effective window display during the Christmas season, the photographs to be accompanied by samples of the advertisements run in the local papers in connection with the window advertising.

Mr. Illsey, in describing his prize winning display, stated that the photo was taken after the rush of Christmas trade, many articles having been taken out to

Christmas we had eight salesmen behind the cutlery counter. Direct results were very satisfactory, as our whole business eclipsed all previous records.

The silverware was shown on black velvet and looked real well, the remainder of the bottom being of white silk. Among the goods were laid carelessly a few sprigs of holly, which relieved the appearance greatly.

In my other windows we displayed sleighs, skates, skating boots in one section; boxing gloves, punching bags, exercisers, etc., in another, and in the third razors, strops, and general shaving outfit. This latter kind of display (razors, etc.) never fails to bring business. We have been averaging between $55 and $65 per day in our cutlery department all through the year.

The sample advertisement shown on this page was used in three-column

space, nine inches deep, in one of the Winnipeg papers on Dec. 18, just a week before Christmas. The advertisement is both well written and well displayed by the printer. Every day new copy was supplied and a new list of gift suggestions inserted.

The arrangement of the ad. can well be copied by hardware dealers in the smaller towns, where the printer needs definite instructions as to arrangement, lines to display, size of type to use, etc., in order to get satisfactory results. In the ad. reproduced, "Christmas Gifts" stands out above everything else, the firm name and address being next emphasized. Then a brief talk is given to enthuse possible customers with the idea that the crowds are buying at Ashdown's, and the place where the crowd goes is the best place to buy. This is backed up with the "No trouble to show goods" suggestion. Then the real milk of the cocoanut appears—a score of practical suggestions for every class of customer, prices being quoted to help the buyer decide what is wanted before coming to the store. Lastly, the thought is added that only a few of many lines are referred to, but all can be seen by visiting the store.

One of Ashdown's Holiday Gift Advertisements used Dec. 18, 1906.

In succeeding issues other examples of holiday advertising will be reproduced for the benefit of Hardware and Metal readers.

HARDWARE TRADE GOSSIP.

Quebec.

Electrical inspection in Montreal in future is to be carried on by the officials of the fire underwriters, and a new department has been formed for that purpose. Hitherto the inspection has been done by the companies, the underwriters granting the certificates. Now the old inspection will be abolished. James Bennett, who has been in electrical work for many years in Montreal, has been appointed chief electrical inspector of the new department.

Charles T. Williams, president of the G. W. Reed Roofing Company, Montreal, is dead, at the age of 62.

Thieves broke into the hardware store of Andre Leroux, Notre Dame Street West, Montreal, a few nights ago, and took a considerable quantity of valuable goods as well as promissory notes to the value of $3,000.

Wm. McLaughlan, a foreman in the Montreal Rolling Mills, had his foot so badly crushed by the wheels of a Lachine Street car, that amputation was found necessary.

Dakers Cameron, the secretary of the Montreal branch of the Canadian Manufacturers' Association, was married on Saturday to Miss Elsie Fenwick, of Montreal, at the Church of St. James the Apostle. Later in the day Mr. and Mrs. Cameron left for a trip to Boston, Norfolk, Virginia, New York, and Atlantic City. Among the many gifts presented to Mr. Cameron were an easy chair, from the gold and silver section of the Manufacturers' Association, and a cut glass and silver jug from the Manufacturers' Mutual Fire Assurance Company.

Ontario.

Aaron Child & Son, Gravenhurst, have sold their hardware business to R. O. Miller.

R. Peters, who has been in the hardware and furniture business at Elmvale, Ont., has sold his business to John Anderson, of Tiny.

R. A. Mulholland, Port Hope, who is retiring from business, has closed his store and removed the balance of his stock to a warehouse.

Ed. Turbaine, of Lewis Bros., traveling staff north of Toronto, is receiving the congratulations of his many friends on the occasion of the addition of a young daughter to his family recently.

R. W. Bird, of the J. A. & W. Bird Company, roofing manufacturers, Boston, Mass., was a visitor in Toronto during the past week attending the funeral of his mother-in-law, Mrs. Gooderham.

Findlay Coons, of A. Sweet & Company, Winchester, Ont., was recently married, and has taken up house in his native town. Fin as he is known amongst his friends is very popular among the travelers.

The many friends of J. M. Smyth, city representative of United Factories, Limited, will be glad to hear he is getting around again all right, after being indisposed for the past three months and will soon be found again among the trade. Lawrence J. Levy has been looking after the firm's interests during Mr. Smyth's absence.

A by-law to loan Mr. Doolittle $6,000 for a period of five years with free taxes and water for ten years, will be voted on by Stratford ratepayers on Monday, December 9. Mr. Doolittle proposes to purchase a site and build a factory for the manufacture of hockey sticks and other sporting goods, as well as axe and hammer handles.

T. R. Flint, representing J. A. & W. Bird & Son, Boston, Mass., manufacturers of "Rex Flintcote" roofing, was a caller at the Toronto office last Saturday. Mr. Flint reports that so great is the demand for his company's products that the size of the plant at Boston has been doubled, and a new plant to supply the Canadian trade will be erected during the coming year.

M. & L. Samuel, Benjamin & Co., wholesale metal merchants, have purchased from the Traders' Bank the vacant property on the southwest corner of King street and Spadina avenue, and will immediately erect a warehouse and office building on the site. The lot has a frontage of 75 feet on King street, with a depth on Spadina avenue of 112 feet, running back to a lane.

THE WESTERN SITUATION.

There has been practically no change in the situation during the week. The financial stringency continues unabated, the wheat market has had small periods of recovery, but to-day cash wheat sold at three cents under last Saturday, and during the week there have been times when the drop was 8¼. Money to finance crops is no more plentiful than it was last week, the close of navigation is a week nearer, and the receipts of wheat for the week have shown fully fifty per cent. of wheat No. 4 and lower. An incident that shows which way the wind blows, is the fact that Canadian bottoms are offering lower rates for carrying wheat, an offer without a precedent in the grain trade in the last weeks of open water, and this means that at a period when boats are usually chartered a month ahead, and shippers falling over each other in their haste to secure boats, Canadian vessels are actually seeking cargo. Receipts continue to pile up at the lake fronts at the rate of 350 cars daily.

Business in the West is beginning to feel the closing of the elevators which has occurred at a number of points.

The banks still maintain their assertion that they are supplying all needful money to move the crop, but in view of actual conditions this is merely a matter of form.

OUR CORRESPONDENCE PAGES.

Readers of Hardware and Metal have probably noticed the improvement which has been recently made in the correspondence pages. A large staff of correspondents has been secured and the number is constantly being added to.

The correspondents not only give the news of the trade in their districts but they discuss the condition of trade, business topics, such as novel window dressing, advertising on programs, early closing, trade organization, the cash and credit systems, etc., gathering the opinions of the dealers on these subjects and keeping up a running discussion which must be helpful to every reader, and well repay a study of these pages each week. The value of the correspondence pages is therefore, constantly growing, readers in Halifax being brought into close touch with their fellow hardwaremen in Saskatoon and Edmonton. From a trade standpoint this has many advantages, as any question of general interest to the trade can be threshed out, and the evils confronting dealers in one part of the country made known to retailers in other provinces.

The MacLean Trade Newspapers are the only publications in Canada aiming to cover the whole country and binding together in national brotherhood the men engaged in different sections of trade. As Canada develops as a nation questions of a national character will arise, which will require united action upon the part of the retailers in every province. The parcels post agitation last winter is an instance where Nova Scotia and British Columbia merchants joined hands successfully for a common purpose.

Anything which tends to encourage merchants to take a greater interest in the doings of other retailers are steps in advance, and the establishment of our correspondence pages and the formation of retail associations are decided helps in this direction.

CONVENTION OF CAPEWELL SALESMEN.

The annual convention of the Ontario selling staff of the Capewell Horse Nail Company was held on the first three days of this week at the offices of the company in Toronto, the following gentlemen being present. Messrs. Fleming, Mews, Crothers, Crosby, May, Ardies, McKay, Dean and Powers. At the morning and afternoon sessions on Monday, an instructive address was delivered by Mr. Fleming, the manager, on past business and future prospects. In spite of the somewhat pessimistic trade reports which have been more or less prevalent during the past two months, all the salesmen were unanimous in the statement that business was brisk in each of the respective territories, and that sales had exhibited a most gratifying increase during the current year, and this in spite of a good deal of cut-rate competition.

On Monday night the annual dinner was held at McConkey's. After the cloth had been removed, addresses were made by all present, the remarks of Mr. Crosby, who had just returned from a ten months' trip to New Zealand, on behalf of the company, being particularly interesting. While Mr. Crosby's trip was a successful one, he was able to tell his audience that New Zealand was fifty years behind Canada, as far as the general standard of the horseshoeing business and retail hardware trade was concerned. He drew some interesting comparisons between New Zealand and Ontario, and stated that it was necessary for a man to see how they did things in other places before he was able to fully appreciate the many advantages which Canada enjoyed. Mr. Crothers' humorous remarks, when responding to the toast of "Our Competitors," were enjoyed, and it is gratifying to note that the remarks on this subject were in a very friendly spirit, the bitterness which too often characterizes discussions on competitive concerns being entirely absent. Mr. Mews spoke interestingly on "System, in the office and on the Road," and his hearers appreciated many little examples of what troubles a good system will eliminate. Telegrams containing felicitous messages were sent from the dining table to the company's branches and staffs in Winnipeg and Vancouver. It was well into "the wee sma' hours" when "Auld Lang Syne" was sung.

On Tuesday and Wednesday further sessions were held and each salesman's territory discussed individually. On Wednesday afternoon the salesmen returned to their respective battle grounds with renewed determination to make their sales, between now and the next convention, as much ahead of the previous period as that period was over its predecessor.

THE HORSESHOE CONTRACT.

A Montreal manufacturer who is not personally interested in the manufacture of horseshoes, has forwarded to Hardware and Metal a number of clippings from British papers dealing with the recent contract for a large quantity of horseshoes, given by the British Government's War Department to an American manufacturer. The extracts show that the subject has been widely discussed, the general opinion expressed being that it would have been better to have paid a little more and kept British workmen busy, than to save a few pounds and have the work done outside the country. The manufacturer referred to writes:

"The principle involved is one which should be taken up by Canadian manufacturers, with reference to the disposition of any favors on the part of the British Government. As one correspondent puts it, if Mr. Haldane insists that they are bound to buy in the cheapest market without reference to home manufacturers, then they might as well buy the guns and clothing required by the army also.

"In the course of conversation with a manufacturer from the other side, he stated that he was paying 5s, or say $1.25 per week for the same class of work done by girl operators, that we pay in our factory 80c to 90c per day, and that they were paying machinists 7½d per hour for the work we pay from 25c to 27½c per hour. It would be better if the British Government turned these orders in to their home manufacturers, and helped to advance the wages to a higher basis, and elevate the social conditions which are inseparable from the wage feature."

ONTARIO TRADE GOSSIP.

F. H. Whitton, general manager of the Canada Screw Company, Hamilton, returned to his duties in the Ambitious City on Monday, after having spent a ten day's trip shooting in the north.

The assets of the Blanchite Process Paint Company, Toronto, are to be sold on Tuesday, Nov. 19, at 2 p.m., at Osgoode Hall, Toronto, by J. S. Cartwright, official referee.

W. H. Cottingham, vice-president of the Sherwin-Williams Company, paint manufacturers, Cleveland, Ohio, and A. E. Schaefer, general sales manager for the same firm, attended the convention of the company's Canadian travelers, held in Montreal last week.

Mr. Benson, Toronto manager of the Sherwin-Williams Company, paint manufacturers, Cleveland, Ohio, returned to the Queen City on Monday, after attending the convention of the Canadian traveling salesmen of that firm, which was held in Montreal last week.

Writs claiming $10,000 damages for alleged libel have been issued against Frank Arnoldi, K.C., of Toronto, and John A. Moody of London, in behalf of Major John A. Currie. Six months ago the Northern Steel & Iron Company, Limited, of Collingwood, of which Major Currie was president, went into liquidation, and the shareholders unanimously selected the Union Trust Company as liquidator. Since then, it is claimed that the defendents have issued circulars to the shareholders in an attempt to have another liquidator appointed; and that these statements have libelled Mr. Currie.

HARDWARE AND METAL

Established - - - - - - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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POST-OFFICE MISMANAGEMENT.

"In the matter of the theft of letters from the post office in which one young man was found guilty and sentenced to three years in the Kingston penitentiary we are compelled to call public attention to the small salaries that these clerks receive. It was shown in evidence that this man was married. His hours were long, his responsibilities important and his salary nine dollars per week. We mention this, making no excuse for the criminal, but we are fully persuaded that the conditions are such that in the end the public service will be filled with incompetent and unambitious men and the present intention to save money will, in the long run, end disastrously for the service."

In the above words the grand jury at Toronto in their presentment to Judge Winchester the other day, condemned, as the MacLean newspapers have been doing for a long time, the post office administration inaugurated by Sir William Mulock and some of his personally-appointed and incompetent officials. The Post Office Department of Canada is the largest business organization in the country, bigger than the Canadian Pacific Railway. What would the public think of the directors of the C.P.R. or any big corporation if they selected a village doctor with no previous experience in railroading to be the general manager of the system? Yet Sir William Mulock made as head of the post office system just such a man without regard to the needs of the system, but merely as a reward for political services. or, as some assert, to get a possible opponent out of the way. Business interests in all parts of Canada are suffering. Hon. Mr. Lemieux has done much to improve the situation, but he cannot make the progress the country demands unless he has a competent organization to support him at Ottawa. It should be a clearly understood rule that all appointments in the Post Office Department at Ottawa are to be given as a reward to permanent employes who have shown, by their ability and interest in the service, their capacity to handle it.

They are undermanned and underpaid not only in the Toronto office, but it is the same in the extreme west. A recent issue of the Colonist. Victoria, B. C., says:

"The post office staff is working energetically to cope with the receipt of mail at the local post office, but the staff of sorters is all too inadequate to prevent the accumulation and delay, especially of the second class mails. Efforts are made to give as early a distribution as possible of letters, but [illegible] newspaper mail is delayed daily. Often newspapers lie for a day on the floor of the post office unsorted. Yesterday much of the newspaper mail received by the steamer Charmer at 7 a.m. was still unsorted at 5 p.m.

"The delay is entirely due to the utter inadequacy of the staff. The situation has existed for some time and attention has been drawn to the poor service as a result. Officials of the post office however have been unable to secure permission for the necessary increase of the staff, and the staff has struggled. short-handed. to cope with the accumulating piles of newspaper mail. Often the day staff leave the accumulated mails for the night staff and in the morning when the day staff return to work there is still a large pile to which further additions are made as the incoming mails are brought in."

HOLIDAY WINDOW DISPLAYS.

Elsewhere in this issue a prize of ten dollars is offered for the best photo of a hardware window display made during the holiday season. The conditions of the contest as outlined are exceedingly liberal, and the responses should be more numerous than in any previous competition.

Last year's winning photograph is reproduced on another page this week. Mr. Illsey, the prize winner, when sending the photo, asked that it be judged from the points of good display and selling value, and in competition with a limited number of good photographs, it was awarded first prize. Readers will agree that the display is a commendable one, but it is also a fact that the splendid photo, the fine large windows and the costly arrangement of electric lights are such as few retail hardwaremen can hope to equal. As announced elsewhere, a better display in a poorer window may win the prize this year. Mr. Illsey backed his photo up with a good description and several samples of effective advertisements, these being factors which are considered in making the award, and it will be well for competitors in this year's competition to follow his example.

A RETAIL ASSOCIATION SUCCESS.

The success or failure of any organization must be tested by the results secured. Issues may be taken up and partial success result, or in the face of stronger opposition total failure may follow, even though the issue may have the strongest foundation in equity. But, coming down to hard facts, the people who make up the constituency which an organization aims to serve, are seldom swept away by enthusiasm. They want results, and a large majority are "from Missouri" and have to "be shown."

The slow, steady growth of the Michigan Retail Hardware Association is to be preferred to the rocket-like development of retail hardware organization in western Canada. The former, in about eleven years, has built up a membership of about 700. The latter in the first couple of years' existence gathered in nearly every hardwareman in the three prairie provinces. Both associations have done good work, but the growth of the western Canada association was too rapid for the members to become familiar with the work a retail association could be expected to undertake and carry out successfully. As a result, many members have become dissatisfied.

The Ontario Retail Hardware Association has been fortunate in adopting a conservative policy, which has resulted in winning for it the respect of all branches of the trade. It has been additionally fortunate in having a slow but steady growth in its membership, as well as in being able to show these members results for the nominal membership fee. The organization seems to be built on sound lines, which will ensure the organization's permanency.

The value of having a live trade organization has been brought home in a practical manner to many members of the Ontario association this fall. One of the greatest successes yet achieved by the organization has been the establishment of the collection department. At a time when money has been "tight" the association offered its members and the trade generally a practical plan to gather in outstanding accounts at a minimum of cost. Some of the oldest and best known retail firms in Ontario have told of the satisfactory results they have secured from the "Collection Department," and repeat orders received from Belleville and Goderich firms this week offer additional proof that the form letters supplied by the Ontario association bring results.

Manufacturers and jobbers who have learned the benefits of organization will wish the retail hardwaremen every success in their efforts to build up an organization which is of such practical use to the trade.

An Unjust Customs Decision

Jobbers Complain Against Interpretat ion Recently Put Upon a Clause in the New Tariff—Nickle-plated Tools Increa sed From 30 to 35 Per Cent.

There never was an Act of Parliament which did not need amending, and there never was a new tariff which did not come under the same category. A striking illustration of this latter fact appears in the customs tariff which came into operation in the latter part of 1906. In the amended schedule issued from Ottawa was included a clause, No. 362, which stated that "articles consisting wholly or in part of sterling or other silverware, nickel-plated ware, gilt or electro-plated ware N.O.P." must be charged a general duty of 35 per cent.

As might be expected from such an ambiguous classification of articles, a chaotic state of affairs has arisen which is adversely affecting an important branch of the hardware trade. Under the previous tariff, goods which were in part nickel-plated, such as tools, common household furnishings, etc., were classified under a clause which demanded a 30 per cent. duty on articles or wares of iron or steel, or of which iron or steel were the component materials of chief values.

One Clause Nullifies Another.

Although this clause is again repeated in the new tariff, yet in respect to these nickel-plated goods, it is nullified by clause No. 362, if the latter be read in the strict wording of the enumeration, and the fiat has gone forth that such is to be the case. All nickel-plated tools, even though but slightly coated, are appraised at the Montreal port of entry as coming under the 35 per cent. item, with the result that there has been a general increase in prices on certain lines of tools.

The general opinion in Montreal hardware circles, is that a big blunder was made by the authorities in framing the clause, and a bigger blunder still in enforcing a ruling carrying with it nothing but harm to all concerned. It is thought in Montreal, and it is a most charitable thought, too, that the customs authorities in their clause No. 362 aimed to affect a certain class of nickel-plated ware that jewelers carry, and did not originally intend the article to bear such a wide scope now given to it. Unfortunately in aiming at the small bird, they have hit and injured a much larger one.

J. A. Magnan, the hardware customs appraiser at Montreal, interviewed by Hardware and Metal as to his interpretation of the two clauses, their relationship to each other, and the effect they were having upon certain articles, said, there was, to his mind, no doubt as to how they should read. All nickel-plated ware, he said, even though it might be tools with but a slight covering of nickel, came undoubtedly under the category of item No. 362, and therefore must be, and were, charged by him on the 35 per cent. basis. In reply to a question, Mr. Magnan said he had enforced the augmented duty on all classes of nickel ware, providing they were not otherwise mentioned in the tariff, since the new tariff came into operation. He did not know why there was such a harsh discrimination against slightly nickel-plated goods, except that as there was nothing in the previous tariff bearing on certain classes of nickel ware and the customs authorities probably wished to remedy the omission.

An unfortunate state of affairs is made evident by a general interrogation of the Montreal wholesale hardware houses. Apparently the ruling on nickel goods was not general at first, and some firms escaped longer than others, but for some months all have been in line together. Questioned as to the effect of clause No. 362, a leading jobber said to Hardware and Metal that owing to the strict reading of the clause enforced, the various firms were now paying the extra duty straight on all nickel-plated goods, no matter what the degree of plating. The effect of this was to advance prices in similar ratio, the result being that the sale of certain goods had been discouraged. As as example of the increased price he quoted the well-known patent ratchet screw driver, No. 30, as now selling at $17.65 per dozen instead of $16.80 as previous to the enactment of the clause. Again on braces there was a difference induced of 6½ to 7 per cent. in the relative selling price to the retail merchant. "What we want," he said, "is a simplified tariff in which there would be no room for misunderstanding, and that the duty on plated goods cover, as apparently it was originally meant to do by the authorities, only specified lines, and not all the plated stuff as at present."

G. C. Davis, of Frothingham & Workman, Montreal, in reply to Hardware and Metal, said he thought the clause was misapplied, and that the authorities originally only intended it to include flat and hollow silverware sold by jewelers. A ruling from Ottawa, however, had forced upon them the extra duty on nickel-plated tools. The strange part of the whole case was that while a plain brace still came under the 30 per cent. duty, the plated one, not only cost more to buy, but had a heavier tariff imposed upon it. The clause in no way benefited Canadian nickel-platers, as tools could not be taken apart to be plated, even if it were desirable so to do. The result was that the new clause involved more detailed work in classification, while the user had to pay in the long run.

J. G. Lewis, vice-president of Lewis Bros., Montreal, interviewed by our representative, said he did not think it was the Government's intention that the clause should be interpreted in the way it had been. The clause was evidently meant to apply to jewelery supplies, and not to those of other kind. "I am firmly of opinion," said Mr. Lewis, "that if the matter were brought before Hon. W. S. Fielding he would rectify the clause."

Another Montreal wholesale hardware house described the clause as most arbitrary. If it were intended as a protective measure it was futile. A close study fails to show any Canadian industry which can benefit by the higher duty.

The opinion of the retail merchants was that the tariff added considerably to the confusion in classification, and in marking the "laid down" cost of imported goods. Under the two clauses now prevailing, it was an easy matter to make a mistake over the catalogue figures, and mark the nickel-plated tools at the lower price, and the plain tools at the higher one.

A TEN-DOLLAR PRIZE.

The thoughts of hardware merchants and clerks are now being centred upon the holiday business to be done during December. To get the best results in any season—and particularly in a year when money is "tight"—the selling plans, store and window advertising must be carefully planned ahead. Those who do the most practical planning will gather in the largest share of the business to be done.

On another page in this issue, valuable suggestions are made in illustrations and reading matter. Some good friends of Hardware and Metal in various parts of Canada, have supplied the editor with ideas as to how they would arrange window displays, write ads. and increase holiday sales.

Repeating our offer of last year, Hardware and Metal offers a prize of $10 for the best holiday window display sent us before January 1, 1908. The display must be made up of goods usually carried in a hardware stock, and samples of ads. appearing in the local papers must accompany the photos. The editor will pay $1 for every photo accepted for publication, so competitors should not endeavor to get a cheap photo, several having to be rejected last year for this reason. A brief description of how the display was constructed and the results of the sales of articles displayed should also be sent with the photo.

In judging the photos sent in by competitors, allowance will be made for the class of window the display is made in. For instance, if a really effective display is made in a small country store window, it will have more chance of winning the prize than an ordinary display in a fine city show window.

Make up your mind now to send Hardware and Metal a photo of one or more of your December window displays.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 70.)

MARKETS IN BRIEF.

Montreal.

Antimony—No change.
Copper—Steady.
Lead—A shade easier.
Linseed Oil—Two cents lower.
Gum Shellac—Declined.

Toronto.

Copper—Prices shaded.
Lead—Declined.
Spelter—Weaker.
Iron—Decline in States.
Tin—Prices fluctuating.
Old Materials—Some changes.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 15.—Trade under existing conditions is good—in fact better than anticipated. Travelers are still on the road, and as an indication of the belief held as to the coming good prospects for trade, they will not return until the end of the year. This is an innovation on the part of some of the jobbers, and is an encouraging sign. Orders are moving freely in the east, but are more quiet in the west. A good fall of snow would undoubtedly help trade materially as the roads at present are in bad condition in most of the country districts, besides reminding buyers that there are certain necessary articles for the winter, such as shovels and horse blankets, etc., which must be procured although the desire may be to leave off the purchase till the last moment.

Prices generally are firm. American sheet steel is quoted at 10 cents per 100 lbs. lower, while wrought washers have been reduced to 45 per cent. discount. Machine shops and railroads are not buying so heavily in bolts, nuts, picks, and other supplies, as they generally do at this time of the year, on account of the stringency of the money market. Collections are fair in the east, with no improvement in the west. Prospects for the winter season are very good. Manufacturerers are filling orders more promptly than they were, but many lines are still difficult to procure.

Screws—The supply of small screws is coming along better from the factories now, and it appears as if the demand will soon be caught up. But there can be no surplus for some time. Prices continue firm.

Fall Goods—The demand for lumbermen's supplies is still good, but prospectors' outfits are not in so great a request, owing to the fact that mining operations are not being pushed so vigorously now, as they have been in the past.

Cutlery and Silverware—Travelers' orders are very encouraging, and with the approach of Christmas the trade should increase to a satisfactory extent. Plated ware, case cutlery, plated irons in sets, and similar articles are in good demand.

Bolts and Nuts—There is no change in the condition of affairs as noted last week.

Stoves and Ranges—The demand still continues, and confidence is expressed that the splendid business doing will be maintained until the end of the year.

Wire—Since the price in barbed and plain galvanized wire was advanced some weeks ago by the manufacturers, and the delivery date arranged up to the 1st of April next year, heavy orders have been placed by the jobbers with the manufacturers. The advance of $1 per ton, which price will be in effect on January 1st, is hastening the placing of all orders for this material.

Poultry Netting—There has been quite a reduction in the price of galvanized poultry netting in England, which will influence the local market, as most of this line of goods is exported from the Old Country. Buyers locally, however, expecting this reduction, had placed their orders subject to it.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 15.—Hardware jobbers report business for the week to be well up to the average for this time in November. While it is quite true that little heavy booking for future delivery is being done, owing to the feeling of caution which the tight money situation has created among buyers, nevertheless orders for immediate requirements continue to pour in fast, indicating that the consumptive demand is maintaining itself exceedingly well for this time of the year. The action of the Canadian department of finance in placing a considerable amount of money at the disposal of the banks to allow the latter to extend credits in the west until such time as the bulk of the grain crop is moved, is already having a healthy effect on western business. Toronto jobbers have rushed out a large number of orders to lake and river points during the week, in anticipation of the early close of navigation, which means that the railways will immediately adopt their higher winter freight tariffs.

Screws—There is not the slightest abatement in the demand for screws and the scarcity in most of the staple sizes is still as marked as ever. The makers are doing their very best to get abreast of the trade but on account of the persistent demand they are making slow progress, and it is quite evident that supplies will continue scarce for some time. Prices continue firm and unchanged.

Wire Nails—A good demand exists for all popular sizes of wire nails and supplies continue in a very satisfactory condition. The only thing which prevents jobbers from giving retailers the prompt delivery which the latter request is the lamentable scarcity of freight cars which exists throughout Ontario at the present time. Nail quotations are unchanged.

Wire—Very little spring business has been booked so far and prices are unchanged since the five cent advance which went into effect on barbed, galvanized and plain twist wire about a fortnight ago. The manufacturers claim that there will be another advance about January, but they are probably attempting to create this impression for the purpose of stimulating spring orders, which so far have been so conspicuous by their absence.

Bolts and Nuts—Business in bolts and nuts is brisk and the strong demand is still maintained. Each week supplies continue to improve, but manufacturers are still handicapped by a scarcity of nut iron.

Sporting Goods—The heavy demand for rifles, ammunition and shooters' requisites naturally has fallen off, but retailers report having had a splendid season. Toronto jobbers are daily receiving good orders for skates and hockey sticks from merchants who had neglected to book these lines ahead and were reminded of the fact by seeing them already displayed and beginning to sell in enterprising opposition stores. Sporting goods prices are unchanged.

Stoves and Ranges—Recent snow flurries and colder weather have given the impetus to sales which dealers have been hoping for during the past few weeks and, now that the buying movement has started, confidently expect to do a heavy business for the next few weeks. Prices are firm and unaltered.

Winter Goods—Sleigh bells, hand sleds, axes and kindred winter goods are now in much better demand and many rush orders are arriving from merchants who refused to book them in advance. Cutlery and silverware are selling faster than ever as Xmas approaches, and the season's trade promises to be good. The demand for shovels, picks, mitts, gloves and workingmen's leather-lined coats continues very heavy, the sale of the latter class of goods having received a great stimulus from the colder weather of the past few days.

MONTREAL METAL MARKETS.

Montreal, Nov. 15.—Despite a certain amount of hesitancy over the copper market, for this metal is still in a volcanic state and not to be depended upon, and the fall in England of copper, pig iron, and tin, there is an optimistic feeling prevalent locally. Not that the upward turn of the markets generally is considered absolutely safe from reaction, but trade shows signs of stimulation all the way round. The scare in Canada induced by money conditions in the States shows signs of passing away, and with this comes a general improvement in buying. When it is realized that the Dominion need not fear any financial disorder, restricted buying operations will give way to a freer movement, for supplies have been allowed to run low. Altogether, the prospects, therefore, are good, and confidence is expressed in the future.

Pig Iron—Canadian mills are going ahead at full pressure, and the reduction in the English market has not had any great weakening effect upon prices. Good business is being done. Cleveland warrants are quoted at 50s 7d. Local prices are unchanged. Middlesboro, No. 1, $21.50; No. 3, $20.50; Summerlee, $25.50.

Antimony—Little change occurs in the market from time to time. Business is good, and prices locally maintain their firmness. We quote: Cookson's, 13½c; Hallett's 13c.

Ingot Tin—The market is fluctuating, with business moderate locally.

Spelter—Demand continues slow and no change in prices is reported.

Copper—Although there has been a lower quotation from London, caused by the increased bank rate, operators in the States have practically made no reduction. Prices locally are steady, and considering the uncertainty of the market, business is good.

Old Materials—Owing to recent fluctuations in prices the market is quiet, as holders are particularly anxious to sell at present figures. We quote: Heavy copper and wire, 13c; light copper, 10c; heavy red brass, 11½c; heavy lead, 3½c; machinery cast scrap, $16; old rubbers, 8½c.

Lead—Is a shade easier with fair business doing.

TORONTO METAL MARKETS.

Toronto, Nov. 15.—While the metal market seems to be in a fairly sound position in itself, the difficulty experienced by all business men in securing money is having a weakening effect on the market. Speculation continues in copper and fluctuating prices result, this week showing a slight reaction over the figures of a week ago. Iron in Canada keeps firm and tin has recovered considerably during the week. Lead, zinc and spelter have all declined slightly, however, largely because of the money situation. Old metals, too, have been shaded.

The Hamilton Steel and Iron Company made a big addition to its plant last Friday, when the new blast furnace was blown in. Since then, it has been put in operation and is now producing iron, although it will take some time to bring the quality of the product up to the desired standard. The new furnace is one of the largest in Canada, having a capacity of 300 tons per day, and in installing it, the company more than doubled its daily output, making the total over 500 tons per day. The new furnace is one of the most modern in construction and equipment, and with it the company will be enabled to operate the other parts of its plant to their full capacity. A large number of extra hands will be put to work, and the company will greatly increase its output of steel and other manufactured products.

Pig Iron—In the States, production is being generally curtailed, the steel corporation having fully 25 per cent. of its furnaces out of blast. There is no stampede, but a general decline in activity and price. The market is gradually easing off and a level will apparently be reached without any fireworks. In the old country an advance has been the feature of the week, the outlook being considered bright. On the local market nothing is being done beyond the necessary booking, to keep customers supplied for immediate consumption. Sales for future delivery are entirely lacking. Prices, however, keep firm, although it is certain that jobbers will offer inducements to make sales.

Copper—While the flurry in copper is considered to be over, and the market is in a favorable position for buyers, the financial stringency will be responsible for much speculation with consequent price movements. The past week has seen a downward movement, the local price being now about 15½c. Stocks of copper in Europe are said to be large, while the curtailment of production in America is causing the market to steady down. So long as large stocks remain available, prices cannot gain much strength.

Tin—Prices are experiencing a reaction following the slump of a fortnight ago. The movement on the London market is purely speculative, however, and we still quote about 36½c in Toronto. The Chinese are said to be holding back supplies at the Straits, but this is considered to be but an effort to prevent a further decline. In the States, there is an undoubted falling off in consumption and a continuation of the money stringency will cause a similar curtailment in Canada. Booking orders for tinplates, galvanized sheets, etc., are being held over until after the New Year, buyers being unwilling to commit themselves at present. Prices are inclined to droop under the generally depressed condition of the metal markets.

Lead—A decline of about half a cent has taken place during the past fortnight. we now quoting five cents on imported pig.

Zinc—Both sheet zinc and zinc spelter are easier, the former being quoted at 7¼c in casks and foreign spelter at 5¾c.

Old Materials—Buyers have shaded their quotations on light copper, heavy lead and rubber. There is very little trade being done.

LONDON, ENG., METAL MARKETS.

London, Nov. 13—Cleveland warrants are quoted at 50s 9d, making prices as compared with last week, 11d higher.

Tin—Spot tin opened weak at £139 5s, futures at £140 10s, and after sales of 80 tons of spot and 320 tons of futures, closed weak at £138 10s for spot and £140 10s for futures, making price as compared with last week unchanged on spot and 15s higher on futures.

Copper—Spot copper opened weak at £58 12s 6d, futures at £58 10s, and after sales of 400 tons of spot and 800 tons of futures, closed steady at £58 15s for spot and £58 15s for futures, making price as compared with last week £4 17s 6d lower on spot and £4 5s lower on futures.

Spelter—The market closed at £21 10s, making price as compared with last week 5s lower.

Lead—The market closed at £17 10s, making price as compared with last week 10s lower.

U.S. METAL MARKETS.

Cleveland, O., Nov. 14th.—The Iron Trade Review to-day says: Summary reductions in output, operating expenses and future obligations have characterized the industrial situation of the week. This has been evidenced in the shutting down of plants completely or in part, delaying of shipments, curtailments in specifications, and requests for extension of accounts. The facts have neither more or less than their face value, for the length of time during which this curtailment will obtain, and the extent to which it will spread, depend entirely on the future relations of cash and collateral, which are now uncertain.

IRON AND METAL TRADES.

New York, November 14.—Plunging from a record production in October to the first stages of what promises to be a very sharp reduction within two weeks is the extraordinary experience of the iron trade. During October our coke and anthracite furnaces produced the largest tonnage in the history of the country, 2,336,972 tons. Before the month was out 30 blast furnaces had been blown out, and the capacity had declined from 511,397 tons per week on October 1 to 491,436 tons per week on November 1. Special inquiries made by The Iron Age during the past few days show that since the first of the month 21 blast furnaces have blown out, whose weekly capacity is estimated at 28 000 tons per week. Six others, with a capacity of 5,500 tons per week, are preparing to stop. Therefore, from October 1 to the end of this week the rate of production has been cut down 53,500 tons per week, or a little over 10 per cent. While this is a good beginning, it is quite evdent that it is not enough, and that a very considerable additional restriction will be necessary.

Estimates of the lessened requirements of the country, temporarily, vary within pretty wide limits. A restriction of 30 per cent. is regarded as conservative by many while very hgh authorities hold that by the middle of January we will not need to run more than one-half the capacity of our iron and steel plants.

At the present time the financial situation dominates the trade absolutely. It has not alone led to an almost universal suspension of new business, but has stopped work on contracts on hand and in many instances on the delivery of good produced. Sellers recognize that it is practically useless to force sales, and the number of lots of material which are being pushed on the market is surprisingly small. There is a weakness at many points along the line, as is only natural, but it is evident that the trade will settle down to an orderly readjustment of prices when the proper tine comes. In a number of finished lines this will probably come with the opening of the new year. In the meantime, the situation is expected to be sufficiently clear from a financial point of view to permit of formulating effective plans.

The action already taken by the large interests is proof of the fact that production will be adjusted to the consumptive requirements, whatever they may be.

In the metal trade the flurry in copper is apparently over. It has been shown that prevailing conditions do not justify any pyrotechnics, and that the sounder course of allowing time to cure the severe blows under which the industry has staggered is the safest. November was the record month for copper exports, the total being estimated at 29,150 gross tons. Electrilytic copper has sold on the basis of $13.25 for export. Tin dipped under 30 cents but has recovered a little.

Quebec and Maritime Provinces

Moncton Board of Trade Endorses Tunnel to P.E.I.—New Axe Factory at St. John—Plumbing at Sydney to be Investigated—Quebec Clerks' Arranging Excursion to Montreal.

QUEBEC CITY.

Quebec, Nov. 11.—Much satisfaction with the existing conditions of trade is being expressed by local retailers and wholesalers. The volume of business transacted during the past week has been heavier than during the preceding ones. Prices of all hardware are unchanged and firm. A fairly steady autumn trade is being done by local manufacturers and dealers in stoves and the amount of orders received for the end of October and the beginning of November indicate that business is well up to expectations. In sporting goods, ammunition, firearms and shooters' coats are selling well.

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Construction is fairly active in Quebec and although it is hard to give statistics, it can be said that construction had a good increase over last year. Our city is enlarging, new streets are being opened, toll gates are being removed further back and people are beginning to build outside of the city limits. Many building permits have been issued during the week. One of the most important is for the construction of a metallic roof on the car barns of the Quebec Railway Light and Power Company. It will cost approximately $14,000. Also the fire committee has awarded the contract for the construction of a fire station in St. John's Ward, Richelieu Street, to Louis Boivin, for $20,985.

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The clerks' association is organizing an excursion to Montreal.

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The contract for fifty ballot boxes for Quebec City has been awarded to Chadwick Bros., Hamilton, Ont. Three Quebec firms also tendered.

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A new Chamber of Commerce has been organized at Saguenay. The first meeting will be held at Roberval this week for the election of officers and membership will be drawn from the counties of Lake St. John, Chicoutimi and Saguenay. The chamber has an extensive programme mapped out for it, and will work among other things for the extension of the railway west of Roberval, the establishment of a line of steamers on Lake Peribouka, development of the ports of St. Alphonse and Chicoutimi.

ST. JOHN.

St. John, N.B., Nov. 12.—The fall business in hardware circles continues very good. The stove men and plumbers are being kept exceptionally busy just now. In conversation with one of the leading hardware dealers the question of cash vs. credit was brought up by the Hardware and Metal correspondent. The dealer, while agreeing that it would be very much more satisfactory if all business could be done on a cash basis, was inclined to think that there was little likelihood of it ever becoming an accomplished fact in St. John.

The many saw mills and manufacturing industries of various kinds could hardly, he thought, be expected to agree to such an arrangement. The St. John firms, he thought, as a rule exercised proper precaution in allowing credit, and as a result there were no very heavy losses from bad debts. Speaking on the subject of "charity giving" and so-called "charity advertising," this dealer said that it was the practice of his firm to consider all such things on their merits. If they considered the cause a deserving one, they would do their part in helping it along and if they did not think it worthy, they turned it down. It was a difficult matter, he thought, to regulate. Business men, he added, were asked frequently to help along deserving institutions, and he thought they should do so, as far as they could.

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The Drummond Mining Company, of Montreal, have secured the lease of valuable iron mining areas in the county of Gloucester and will immediately undertake the development of the property. The deal was put through at Montreal last week by T. M. Burns, M.P.P., of Bathurst. Mr. Burns is very enthusiastic in regard to Gloucesters' iron deposits and claims they are the richest in Canada. Recent bits, he says, have shown a depth of 324 feet of solid iron ore close to the surface, which can be mined at small cost.

The property is located in the Nepisiquit River, 11 miles from Bathurst. In order to develop the property it will be necessary to build a branch line of railway to Bathurst, and Mr. Burns has arranged to have a delegation discuss the matter with the Minister of Railways during his stay in the province.

Under the terms of the lease the government is to receive a royalty of five cents per ton on all ore mined. It is reported that the Drummond Company have agreed to pay eighty thousand dollars for the lease, which was hitherto held by a local syndicate. T. G. Loggie, chief draftsman of the Crown Land Department, claims that the Gloucester iron deposits are the most valuable in the world.

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The matter of the petition for winding up the affairs of the J. B. McManus Company, which had a contract for double tracking a portion of the I.C.R., has been adjourned by Judge McLeod until Nov. 21, to enable the petitioner to amend the petition and to present new affidavits. E. A. Riley, barrister, of Moncton, has been appointed provisional liquidator to take possession of the property and care for it in the meantime. The liabilities are figured at about $125,000. W. H. Thorne & Co., T. McAvity & Sons and Manchester Robertson Alliston, Ltd., are among the St. John creditors. One of the creditors is Judge Landry, whose claim is some $8,000 for money loaned a few days before the firm became involved. Some interesting legal points in connection with the preference claims are likely to be raised.

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C. F. Sanford and R. M. Conger, representing the Grand Falls Power Co., which proposes to spend about $3,000,000 in the development of water power at Grand Falls, N.B., appeared before the government at their meeting here on Nov. 7 and asked that the amount of the bond to be given to the government be fixed. This is necessary before the company can proceed to expropriate land. The power company filed its plans some time ago. It will begin at once on construction work, as the time granted it expires in three months.

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Another industry will, it is expected, be added to the Miramichi within a few months. A number of the directors of the International Paper Company were in Chatham last week and visited the Hutchison property at Douglastown, recently purchased by the above company, relative to a site for the erection of a mill.

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The Donaldson line steam Alcides arrived in port Nov. 5, from Glasgow, after a voyage occupying more than seventeen days. Included in her cargo were 36,000 fire bricks, about 23,000 bags of coal, and 175 tons of pig iron and 110 tons of structural iron for the I.C.R. shops at Moncton.

* * *

Father Burke, Captain Read, M.P.P., and J. E. B. McCready of P. E. Island, addressed a largely attended meeting of the Moncton Board of Trade on Nov. 8 on the tunnel project between the mainland and P. E. Island. The Island speakers strongly urged the scheme and asked the co-operation of Moncton as being particularly interested, and the question was discussed for three hours, speakers of the local board of trade heartily supporting the tunnel project.

Besides the Island delegation, President Hawke, Secretary Welch, Vice-President E. C. Cole, F. W. Sumner, Mayor White, A. E. Killam, Paul Lea, of the board of trade spoke in favor of the protect and the following resolution was unanimously adopted :

" That the Moncton Board of Trade expresses its appreciation of the act of the gentlemen from P. E. Island in coming to Moncton and addressing this board upon a subject of so great interest and such vital importance to the mainland.

"That we do express our hearty sympathy with and promise our energetic support to the project of construction of a tunnel between the Island and the mainland."

This was moved by D. I. Welch and seconded by F. W. Sumner.

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The annual meeting of the N. B. Petroleum Company was held in Moncton on Nov. 8. F. W. Sumner was re-elected president ; A. D. Richard, vice-president ; M. Lodge, secretary. The old board of directors was re-elected with the exception of J. C. Patterson being elected to take the place of J. Allison, St. John. The shareholders confirmed

the action of the directors in their effort to sell the oil property to English capitalists. The English concern, it is stated, has not yet definitely closed for the property, but the officials of the company expect the deal will yet be consummated.

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Two smokestacks were blown off the Portland Rolling Mills in the big gale that raged here on Nov. 6. For a few days the nine-inch mill was shut down while necessary repairs were being made.

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On Monday, Nov. 4, the new axe factory, owned by Henry Daley & Co., St. John, started operations. They will turn out all kinds of axes. The company has a large building and a forty-horse. power engine has been installed.

HALIFAX.

Halifax, N.S., Nov. 11.—The hardware trade is in a healthy condition in this city, but business is not quite as brisk as might be expected for the season of the year. Sales of lumbering supplies are fairly good, there is an extra demand for sheet iron, and there is also a good business in plumbers' supplies. The tightness of the money markets is having its effect on business.

Prices quoted are: Bar iron, $2.35; galvanized sheet iron, 24 gauge $4; black sheet iron, 24 gauge $2.65; steel wire, $3; springs, $3.25; toe calk, $4; sleigh shoe, $3; machine, $3.50. Wire nails, base, $2.60; cut nails, base, $2.70. White lead, Brandram's BB genuine, in 25 to 100-pound irons, $8.70; Canadian, 25 to 50-pound irons, $8. Cement is selling quite freely and also oils and paint, though the season is late for any large business in the latter.

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At a meeting of the Board of Works at Sydney, last week, Ald. McKenzie brought up the matter of defective plumbing in Sydney. He claimed that the plumbing now being installed throughout Sydney was not up to the mark and asked that action be taken immediately to remedy it. Plumbing Inspector Menzies was asked for his opinion on the matter. He said he did not think the lead now being used by the plumbers was up to the standard of former years, but that lead of that standard could not be obtained now. This, so far as he knew, was the only cause for the inferior plumbing. After a general discussion, the Board decided to ask the plumbing inspector, together with the City Engineer, to go thoroughly into the matter, and to report their findings at a future meeting.

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All the coal mines in the province are working full time, and in addition other mining operations in various parts of the province are quite active, more particularly in the Eastern section. At Eastern Harbor, Cheticamp, a company known as the Great Northern Mining Co., Limited, have about seventy men employed in erecting a mill 200 feet in length in which they expect to have an up-to-date plant installed this month, with a capacity of one hundred tons per day, to manufacture gypsum, selenite, and their bye-products. It is hoped to have the plant in full running order for the spring trade.

Reported by Ontario Correspondents

Razors Sold for 15 Cents in London Syndicate Stores—Hamilton Dealers Suffer From Railway Car Shortage—Death of a Well-known Thamesville Hardwareman—Assets of Lead and Zinc Smelters at Kingston to be Sold.

KINGSTON.

Kingston, Ont., Nov. 12th.—The fall hardware trade here has been very good, especially in seasonable goods, and the outlook is still very promising. The plumbers are kept busy installing furnaces and heaters of all kinds. The sporting trade still holds good and the demand for arms and ammunition still continues in a very active manner.

* * *

Tenders are now being called for the stock of electrical and gas fixtures and supplies, plant and fittings, of the estate of the late George R. Tomlinson, Kingston, amounting to about $5,500. Tenders will be received by Thomas D. Minnes, up to Wednesday, November 20.

* * *

The Stanley Smelting Works which was to have been started here some months ago has fallen through, and as a result, all property shipped here by them has been seized by the sheriff of the County of Frontenac, the plaintiff being Alexander M. Manson. The following goods and chattels are to be offered for sale by public auction on Friday, November 15th, at the Kingston and Pembroke Railway round house, viz.: Three car loads of machinery, such as in use for smelting purposes, including gasoline engine, nearly new, and one car load of timber. Simmon's Bros., hardware merchants, this city, also sold the machinery and chattels belonging to this company at Stoness' Corners, on Friday last, as that company owed the Kingston firm about $550, and the latter seized the above goods in order to recoup themselves for the debt. The citizens carried two exemption by-laws last May concerning the above company, one for the smelting of zinc and the other for the smelting of lead. The Board of Trade also worked hard on these propositions for some time, so it is not to be wondered at if their feelings were hurt, when their expectations were not realized.

The Kingston curling rink has been going under extensive repairs lately and is now nearing completion. The building was cut in half and the halves moved apart, making the rink twice its original size. The roller rink which opened here this fall, closes on Saturday for the winter, in order to get the rink ready for the ice skating. Work on other rinks has also already been commenced and everything is being put in shape for the hockey season. Merchants are beginning to display their hockey sticks and skates, and are advertising them so that every one may be well-equipped for the winter's fun when it starts.

HAMILTON.

Hamilton, Nov. 12.—Hardware merchants in this city are not going to be caught napping in connection with the Christmas trade and already the majority of them are making preparations for the busy season. Designs for window dressings are being prepared and some of the Christmas stock is being received. The merchants expect one of the busiest Christmas seasons in years.

* * *

The Hamilton Steel & Iron Company opened an extensive addition to its blast furnace this week which will give the company about the largest output of any company in Canada. The addition consists of a new furnace which will turn out about 300 tons of pig iron a day and this added to the present output will give the plant a total output of about 500 tons a day. The new addition cost about $500,000 and is complete in every detail. About 100 more men will have to be employed in future.

* * *

The handsome new Terminal Station erected on King St., by the Dominion Power and Transmission Company, will be opened on Monday. With the opening the building will follow the running of all of the company's many electric lines into the station and it will mark a new era in the history of this city. With the convergence of these lines in the centre of the city and the opening up of several new ones the merchants will be among the biggest gainers thereby. The station will be the only one of its kind in Canada and about the finest on the continent. It is a handsome structure, absolutely fireproof and finished in the most elaborate stone and wood finishings. It cost $250,000 and besides accommodating the traveling public will be used as the headquarters for all of the different companies conducted by the big power concern. A large archway will be erected in the east of the station and all of the electric cars will receive and deliver their passengers there. Spacious waiting rooms are located on the ground floor and every accommodation is made for the ease and comfort of the railway patrons.

Thirteen companies will occupy the building with offices on the top floors. Among them are: The Dominion Power

and Transmission Co.; The Hamilton Cataract, Power, Light and Traction Company; The Hamilton Electric Light and Cataract Power Company; The Hamilton Street Railway Company; Hamilton and Dundas Railway; The Lincoln Light and Power Company; The Western Counties Electric Company; Hamilton Radial Railway Company; Hamilton, Grimsby and Beamsville Railway; Brantford and Hamilton Railway; The Hamilton Terminal Company, and several other subsidiary companies.

* * *

The opinion seems general among the shippers of thes city, and in particular the hardware shippers that something ought to be done to make the railway companies toe the mark on the car shortage question. Local shippers report that the situation is becoming worse every day. During the summer months when the boats carried a large portion of the freight the cars were even then hard to procure and shippers generally fear the consequence of the close of navigation. While it seems reasonable enough that the railways are unable to handle the shipping owing to the rapid growth of the country and the extent in trade, statistics do not show that the railways have done their fair share to combat the evil. It has been stated that while the increase in shipping this year has been over 100 per cent. the increase in the number of freight cars has been only about 45 per cent. and the increase in the number of engines about 35 per cent. How the railways expect to cope with the situation under these conditions is hard to explain.

The suggestion that has been made that the railways should be charged for delays in supplying cars, the same as they do the shippers for delays, meets with the favor of several local shippers who were approached on the subject. The general opinion is that the companies could easily overcome the difficulty by spending some of their profits on rolling stock and that if such a condition were put into force they would soon find it convenient to do so.

* * *

The prospects are that a number of local manufacturing industries will be obliged to close their factories for a part of the winter. The tightness of the money market continues to have a bad effect on trade generally and because of the delay in proceeding with contracts all over the country the concerns find that the orders on hand will not be required probably until next year. Unless the money market loosens up there is danger of a very hard winter for some people.

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Arthur Moore, who conducted the Dominion Mills in Toronto a few years ago, died in West Virginia this week and his body was buried here. He was 57 years of age and at the time of death was conducting a coal mining business.

BELLEVILLE.

Belleville, Nov. 12.—The local hardware merchants are in quite an excited state these days, and they have good reason to be if the proposed raising of the tolls of the Bay of Quinte bridge, the only entry which connects the rich county of Prince Edward with this city, and at present it looks as if the owners of the bridge are going to make a determined effort to raise the rates. This is one of the longest bridges in Ontario, being 600 yards long, and spans the Bay of Quinte. It was built about seventeen years ago at a cost of $120,000, of which amount Belleville contributed $30,000 and the township of Ameliasburg $20,000. Through the foreclosure of a mortgage, the bridge finally came into possession of the present owner, Dr. Sprague, of this city, at a cost of $72,000. The present move upon the part of the Bridge Co. to increase the tolls has no doubt been largely induced by the judgment of the courts lately, sustaining the action of Ameliasburg in assessing the bridge, rendering the structure liable for taxes. An increase of tolls would largely assist the owners in paying these taxes. A meeting of the Board of Trade of this city was held on Nov. 7, called specially to consider the bridge matter. Nearly all the merchants expressed the belief that if the amendments to the present charter, which the owners were applying to the government for, would seriously affect the trade of the city as well as increase the price of produce on our market, which many already find plenty high enough. It was pointed out that if the rates were raised, it would drive the people of Prince Edward to Picton, Trenton, and other places which they could reach without paying toll. It has never been disputed that the lower the tariff the more frequently the people of Prince Edward would come to Belleville. At the meeting of the Board of Trade, a lot of warm discussion took place. It appeared to be the unanimous opinion that the proper course to pursue was for the city of Belleville and the township of Ameliasburg to raise a certain amount of money and petition the government to pay the balance and make the bridge free. This was strongly advocated by many of the prominent merchants. A committee was finally appointed to act, with a committee from the city council to see the owners and find out on what terms they will sell.

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LONDON.

London, Nov. 13.—Wholesale and retail trade is rather quiet just now, but dealers are hopeful of a good Christmas business.

* * *

Legitimate hardware dealers, or that is those who carry none but the best staple goods, feel the effects of the competition of the fifteen cent stores not a little. Only a few days ago one of these concerns had a job lot of razors, which they sold off in a hurry at fifteen cents each. Steel riveting hammers at the same price found ready sale. Of course, if the goods are worth anything they must be worth the price paid for them, and housekeepers who are the chief patrons of these "cheap" stores, appear satisfied with their purchases—more no doubt because of the price than on account of the quality. It is no wonder some of the regular dealers are talking of carrying these cheap lines.

* * *

A. E. Welch, the original promotor of the Southwestern Traction line, which runs from this city to Port Stanley, with other citizens, holds a charter for the North Midland Electric Railway. He has recently received word from an English firm, that they will shortly be in a position to finance the project. The proposed railway is to run from this city to Stratford by way of St. Mary's paralleling to some extent the Grand Trunk Railway, but touching at points where the Grand Trunk does not. Mr. Welch, it is understood, has interested a number of prominent people in the undertaking, has himself abundant confidence in the success of such a railway, and has no doubt it will be built. Mr. Welch has in view the use of Niagara power and is making inquiries as to the possible arrangements necessary to accomplish this, and expects to purchase the power through the municipalities of London, St. Mary's and Stratford.

* * *

L. G. Read, consulting engineer of Montreal, was in the city a day or two ago on his way to Chatham, where he is looking after the installation of a producer gas plant by that city for municipal purposes. Mr. Read says the city of Chatham is erecting a municipal lighting plant, to be equipped entirely with gas engines and with an absolute guarantee that its street lighting current shall cost only $25 a year per lamp. London, whose street lamps now cost $78 a year each, could Mr. Read says get her lighting as cheaply as Chatham by the same means.

* * *

The Empire Manufacturing Company has announced that it will run all the machinery in its big new works in the east end by a producer gas engine. The Lamb Fence Company has decided on a similar course, so it would seem Niagara power is likely to have a formidable competitor.

* * *

The chairman of the Manufacturers' committee of the city council, has received a communication from the Onward Manufacturing Company, asking as to London's facilities for manufacturing purposes. The company manufactures the Sterling furniture shoe at Menasha, Wis., and are thinking of establishing a Canadian branch. No exemptions or other aid are asked, but it would be necessary to organize a company here for the manufacture of the "shoe" or furniture castor, for which the company holds patents.

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GUELPH.

Guelph, Ont., Nov. 11.—A fire, which broke out in the livery stable of the Imperial Hotel, adjoining the Bond Hardware Co.'s wholesale department, threatened to wipe out the entire establishment of this firm. Good work by the firemen, and the fact that it was in the central portion of the city, enabling the maximum number of streams to play upon it, were responsible for its escaping any damage. Its close proximity

may be shown by the fact that the books were put in the safe in readiness for the worst.

* * *

The Standard Valve and Fitting Co. closed down for a few hours last week, while new machinery was being installed.

* * *

A despatch has been received in the city, stating that the request for an extra storey on the Armory Gun Shed will be complied with, necessitating extra expenditure and new contracts.

* * *

The new metal ceilings in the Central School have been installed by D. C. Rudd, of this city. Besides presenting a handsome appearance, they will enable drill instruction to be resumed in the drill hall above the schoolrooms.

* * *

There is some talk of a local company being formed to build a $30,000 Government inspected abattoir for the city.

* * *

The Retail Merchants' Association held their second annual banquet last week. A very successful year was reported.

* * *

The Raymond Mfg. Co. have closed down for two weeks, for stocktaking purposes. The Bell Piano and Organ Co. started on an eight hour day this morning, on account of overstocking.

* * *

A rumor has been circulated that the Page-Hersey Iron and Tube Co. are intending to remove to Welland. The rumor has been emphatically denied by the firm.

* * *

G. Humphries, of the enterprising plumbing firm of Stevenson & Malcolm Co., won the five mile factory race here Thanksgiving Day.

* * *

The smokestack of the Guelph Axle Works was so badly damaged by the heavy wind of several days ago, that it had to be pulled down, and now a portion only of it is being utilized. The stack is of sheet steel, about eighty feet in height, and the strong wind bent it in such a manner as to leave it in an unsafe condition.

* * *

Tolton Bros., agricultural implement manufacturers, have erected a factory for the manufacture of paper boxes.

* * *

A by-law to grant $13,000 to the Board of Education, for the purpose of erecting a new school in St. Patrick's Ward, has been given a first and second reading.

CHATHAM.

Chatham, Nov. 12.—The local retail merchants last week held one of the best attended meetings in the history of the organization. In addition to routine business, Jas. Simon, local manager of the Canadian Bank of Commerce, delivered an address on banking. The association decided to hold a banquet in January, the details being left to S. Stone, T. W. Poile, Wm. Anderson and A. D. Westman to arrange. A letter was read from Provincial Secretary E. M. Trowern, congratulating the Chatham merchants on their activity in association work.

Secretary Winterstein reported that he had interviewed the mayor with reference to the sale of new goods by auctioners on the market, and had by him been referred to City Solicitor Lewis. The latter opined that nothing could be done till the present licenses expired, but that a clause might be inserted in next year's licenses, prohibiting the practice objected to. Further discussion disclosed that the licenses did not expire till September, 1908. A. D. Westman urged the association to keep up the fight, and the association decided to do so.

* * *

The Canadian Pin Co., which was to have located here, subject to the approval by the ratepayers of a $20,000 loan, has "backed up." Chairman Westman, of the industrial committee, reported at the board of trade meeting last week that the company wanted better terms. He added that the terms asked were better than the committee felt disposed to grant.

* * *

The rule prohibiting programme advertising was recently transgressed by four members of the association. A mild reproof was forthcoming at the meeting, the comment being pretty generally vouchsafed that the advertisers were the worst losers by the practice. A member of the hardware trade, who was one of the transgressors, confirmed this. The advertisements appeared in the programme of the Collegiate Institute annual sports. "The ad. cost me $2" confessed the hardwareman, "and the only return I got was an invitation to lend them a coil of rope, and it cost me $2 more to put the rope in shape to offer for sale, after they returned it."

President Cowan stated that since the merchants took their recent stand on the subject, the practices of programme advertising and ticket peddling were rapidly dying out. The merchants have been only too glad to stand pat in refusing the hitherto innumerable requests from churches and charities, and as a result, report the saving of considerable money.

* * *

The death occurred at Thamesville on Nov. 3, of Ezra Sherman Hubbell, well known throughout the country as an enterprising and up-to-date hardwareman. Mr. Hubbell was born Feb. 7, 1854, and at an early age learned the tinner's trade. For many years he was associated with Geo. F. Spackman, one of Thamesville's pioneer hardware and general merchants. Later he went into business for himself, building up an extensive hardware trade. He leaves a wife and three sons. The funeral took place on Nov. 5 to Mayhew Cemetery, Thamesville. The two elder sons, Garnet & Orval Hubbell, will continue the business.

In municipal politics Mr. Hubbell was very prominent, serving on the village council several years, during two of which he was reeve. For ten years. he was a school trustee. Fraternally he belonged to the I.O.O.F., A.F. & A.M., and A.O.U.W.

* * *

Fred C. Moore, formerly of Westman Bros., was last week united in marriage to Mary Cecelia O'Rourke, widow of the late T. C. O'Rourke. Mr. Moore, who hails from Wallaceburg, is a very popular young fellow locally and his many friends here wish him joy. On his return from his wedding trip, Mr. Moore will leave for Calgary, Alta., there to embark in the hardware business.

* * *

Plans are being prepared for a new residence for A. D. Westman, of Westman Bros., on King Street west.

Canada's Western Provinces

Good Opening for Foundry at Prince Albert—Edmonton Clerks May Strike to Aid Early-closing Movement—Review of Year's Building at Saskatoon.

PRINCE ALBERT.

Prince Albert, Nov. 6.—B. W. Wallace, secretary of the Board of Trade, writes: A large gang of workmen are employed at building the substructure for the combined railway and traffic bridge at Prince Albert. The steel work will rest upon six piers, and the middle span will swing to allow navigation of the river by the large stern wheelers as well as smaller craft. Traffic will be carried on ten-foot roadways on each side of the railway deck, provision for which is made by brackets. The bridge, when completed, will convey the C.N.R. Melfort branch across the North Saskatchewan, into the famous Shell Brook district where many thousands of bushels of wheat and oats are now awaiting transportation, then west to connect with the main line at Battleford. This line will open up one of the richest mixed farming districts in Western Canada. The Dominion Government have surveyed twenty-six townships in the country north and east of Prince Albert within the last twelve months, and a number of these will be served by the new line. It will also touch the borders of a very valuable timber, fishing and mineral district.

* * *

One of the industries for which there is an excellent opening, and for the development of which there is almost no limit, is a foundry. The presence of numerous flour mills and saw mills not only in the city, but in the district for one hundred and fifty miles around offers inducements which ought not to be overlooked by those engaged in this line of work. There is no doubt that the vast stores of mineral wealth lying north of this city, of which iron forms a part, will soon be developed. Fuel in the shape of wood is now abundant

and specimens of coal are frequently discovered in this vicinity. Machinery for repairs must be sent to Winnipeg or the east, involving great expense and delay.

* * *

The large areas of clay of quality suitable for pressed brick have induced the formation of a company to manufacture this product. The past season's experience has shown that brick of very high quality can be made, and it is expected that the output of 1908 will greatly exceed that of this year.

* * *

A company has been formed to erect a large curling rink. This game is popular and the present quarters are considered too small, hence the movement to build larger. The ground is purchased, but it is possible that work will not be pushed this autumn.

* * *

Another company is in process of formation to establish a daily newspaper. Our most ambitious effort heretofore has resulted in the publication of a semi-weekly only, this new movement is being watched with interest.

EDMONTON.

Edmonton, Nov. 1.—Work will be started almost immediately on the erection of 2,000 miles of wire fence between Edmonton and Winnipeg. This will be on both sides of the right of way of the Grand Trunk Pacific Railway. The actual distance of the line between Edmonton and Winnipeg is not 1,000 miles, but the approaches at the points where traffic roads and lanes cross the railway added to the length of the fence on either side of the track makes the actual length of the fence approximately 2,000 miles.

R. S. Rider, representative of the Canadian Steel & Wire Company, of Hamilton, was in the city last week and stated to the Hardware and Metal representative that his firm had secured the contract. A large number of firms tendered. The contract price was not made public, but it is understood that it will be several thousand dollars. Work will be commenced on this contract almost immediately and will be pushed forward as fast as the steel is laid.

* * *

According to announcements made recently by Collingwood Schreiber, chief Government engineer, and also by Dr. Martin Murphy, Government engineer of the western division of the G.T.P., between Edmonton and Saskatoon, the Grand Trunk Pacific will enter Edmonton by the last of August, 1908, and the line will be in operation east from Edmonton in ample time to carry out the grain crop for 1908. This is welcome intelligence to Edmontonians, for it means that as soon as the competition between the railway companies grows keen there will be a drop in the passenger and freight rates in the west, and this will tend to make living cheaper.

* * *

With one more month of fine weather for which Alberta is famous, the big Griffin Packing plant in Edmonton will be nearing completion. It is five storeys in height and is built of brick, with a concrete foundation. At present 42 bricklayers are employed on the work and it is estimated that the roof will be put on in another month. If this can be done this year the building can be heated and the interior work finished during the cold winter weather. The plant will then be ready for use early next spring and then—a good market for stock in the whole of western Canada, and a supply of canned meats at cheaper prices.

* * *

The authorities at the Alberta penitentiary adopted a new plan of increasing their receipts this year, which affected in a measure the business of the implement dealers and hardware merchants. They erected a frame building on the penitentiary grounds, and had a spur track from the C.N.R. built to it. They then had several car loads of binder twine shipped in from the penitentiary at Kingston, where it is manufactured, and disposed of it to the farmers. They did a strictly legitimate business, however, and sold the twine at the prevailing prices here. Owing to the partial failure of the grain crop in this district the volume of business done was not so great as was expected.

* * *

Several prospectors have returned to the city recently from the country in the vicinity of the Yellowhead Pass, west of here, which is the proposed route of the Grand Trunk Pacific Railway from Edmonton through the Rocky Mountains to the Pacific coast. They report this area as being not only a good country for agricultural purposes, but as having magnificent commercial possibilities. They found conditions favorable for the establishment of a pulp mill in this district, as there was plenty of spruce and good water-power. Large marl deposits were also discovered, as well as extensive coal areas. They also discovered in certain districts aluminum clay, and, with water-power near at hand, there were good prospects for the manufacture of aluminum. None of these products can be successfully developed until there are proper railway facilities, but with the G.T.P. building through to the coast it is probable that before long this country will be opened up and will prove one of the richest parts of western Canada.

* * *

U. B. Cowan, of Galt, Ont., a member of the firm of Cowan & Co., Ltd., perhaps the largest wood-working machinery manufacturers in Canada, was in the city recently on a business trip through western Canada. Mr. Cowan stated that the machinery business has shown little diminution this year, and he looks upon the financial stringency as the natural outcome of too great an expansion in too short a time. He thought it would have a good effect on the country.

* * *

The early closing by-law which has been in force in Edmonton for a few months, was repealed by the council, as it was considered that it would not stand the test of a judicial decision. There is considerable discussion over the matter in the city, the larger merchants being in favor of closing at 6.30, so that all merchants will be on the same basis and the smaller ones who do much of their business with the working men being against the early closing scheme. The hardwaremen in the city nearly all favor early closing. The Retail Clerks' Protective Association is taking the matter up, with a view to having the law passed again. In the event of this being refused they state that they will call a general strike.

* * *

Ross Bros., wholesale and retail hardware merchants, of this city, are advertizing extensively the Oak Heater, suitable for burning either coal or wood. They report the sales in this line as being large.

SASKATOON.

Saskatoon, Nov. 9.—That Saskatoon has made its building record this year is shown by Commissioner Turner's report, at the last meeting of the Board of Trade. About one million dollars have been spent in buildings during the current year, aside from large amounts expended by three railway companies. Some fine residences have sprung up in all parts of the city, and there has been great activity in business blocks and buildings of a public character. These are substantially built, stone, brick, cement blocks and steel having been used in large quantities. Another feature of the season's work, and one of no little importance, is the installation of the city's electric light and power service, and the sewerage and waterworks system. This piece of workmanship has been a great big step in the right direceion, for previous to this, no building, however handsomely built, could be modern in every respect. As soon as water could be turned on in the mains, a number of applications were made for connections, and within the last few weeks several public and business buildings have been fitted with electrical fixtures. During the year, additions were made to Knox Presbyterian church, St. John's Anglican church, and the Third Avenue Methodist church, and Christ church was built. St. James church was opened on the south side, while the Methodists and Presbyterians have established branches in the west end. Building operations were seriously handicapped during the earlier part of the season for want of material, most of it having to be shipped in from distant points. Two-hundred and forty four new buildings were erected, but the following list contains only those which reached the two thousand dollar mark and over.

Canadian Bank of Commerce, brick and stone, $60,000; National Trust Company block, brick and stone, $35,000; Sutherland block brick and stone, $35,000; Gordon & Sparling block, $22,000, J. F. Cairns, addition to store, brick, $20,000; H. R. Chubb, block, brick and stone, $18,000; Richardson & Taylor, brick veneer block, $15,000; Post Office and Custom House, brick and stone, $100,000; Hoeschen-Wentzler Brewing Company, brick brewery, $125,000; Court House, brick and stone, $50,000; Massey-Harris Company, brick office and metal clad warehouse, $42,000; City Hotel, brick, $75,000; Windsor Hotel, brick, $25,000; Saskatchewan Hotel, frame building, $16,000; A. Macdonald Company, metal clad warehouse, $7,500; J. F. Cairns, brick warehouse, $4,000;

Speers & Paul, brick veneer store, $8,000; H. Wells, veneer building, $3,000; C. J. Greene, veneer store. $2,500; Dr. Croll, brick residence, $5,000; G. A. Alexander, cement block residence, $10,000; M. Isbister, brick residence, $10,000; G. A. Schultheis, residence, $5,000; A. McDonald, frame residence, $2,300; A. Fletcher, frame house, $3,500; C. T. C. Beecroft, frame residence, $2,200; Dr. Young, veneer residence, $3,100; J. McMillan, veneer residence, $3,000; E. Gordon, frame house, $3,800; F. W. Ridley, frame house, $2,800; B. A. Archibald, veneer residence, $3,500; Mrs. C. Gray, frame house, $2,700; Dr. Falloon, frame house, $2,200; D. Shannon, brick house, $3,000; Mrs. M. Woodcock, veneer residence, $3,450; H. Birtles, frame house, $2,350; Dr. Bromley, frame house, $4,200; A. E. Howes, frame house, $3,400; Sheriff L. G. Calder, frame house, $4,000; T. H. Wiggins, cement block residence, $4,500; F. Engen, frame house, $4,000; E. M. Snell, cement block residence, $4,000; N. Summers, frame house, $2,600; N. Summers, frame house, $2,200; W. E. Doer, frame house, $2,100; W. W. La Chance, frame house. $2,200; Dr. Willoughby, stone and frame residence, $8,000; H. Willoughby, frame residence, $3,000; J. Hoeschen, brick residence, $4,500; D. Shannon, brick house, $3,800; Mrs. Copland, frame store, $3,000.

* * *

To the above may be added railroad buildings and bridges amounting to over $600,000. The post office, although begun this fall will not be completed until next year. This will be a handsome erection and one very much needed in Saskatoon at the present time, as the office now doing duty has become too small and congested to handle the quantity of mail which daily passes through it. The Great West Furniture Company's block which was commenced last year has not been completed, and it will be well on into next year before it is ready for occupation. It will be four storeys high and about a hundred feet square, and when finished will be the finest block yet built in the city. A number of new buildings are now being occupied, while the finishing touches are being put on them. The proprietors of the Hoeschen-Wentzler brewery are installing their machinery and expect to have their plant in operation in a month or two. The Canadian Bank of Commerce will be occupied next month, while the Sutherland block, the Gordon & Sparling block and the National Trust building are already occupied. A feature of most of the large buildings erected this year, is that steam heating has been specified, and plumbers and steamfitters have been kept very busy for the last two months. Tinsmiths too, have been rushed with cornices, roofing and furnace work, while repairs and small jobs have to be left over.

* * *

The C. N. R. have now a considerable quantity of material in their yards for the Goose Lake branch, there being about a mile and a half of loaded cars. Grading continues at several places.

* * *

The G.T.P. Railway engineering party has now staked out six lines to run into Nutana. Another trainload of steel and other material has arrived for them.

* * *

A large quantity of steel work arrived this week for the Chubb building, the Court House and the new City Hotel.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE business in one of the best towns west of Toronto; stock, about $14,000 turnover, $60,000; splendid investment. Apply Kennedy Hardware Co., Toronto. (45)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

EXPERIENCED traveller—Paints, Varnishes, Glass and Sundries—is open for engagement on 1st December. Box 666, HARDWARE AND METAL, Toronto. [46]

WANTED—A first-class plater, a man who can do his own buffing and polishing, and make his own solutions; must be steady and prepared to hustle when required; wages, $4.00 per day of nine hours, and steady job to right man; mostly stove trimmings. Apply to Box 601, Victoria, B.C. (46)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

Covert Mfg. Co.

TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.

PRIZE FOR BEST WINDOW DISPLAY.

A prize of $10 is offered by the publishers of HARDWARE AND METAL for the best holiday window display sent in before January 1st, 1908. The display must be made of goods usually carried in a hardware stock, and samples of ads. appearing in the local papers must accompany the photos. The editor will pay $1 for every photo accepted for publication, so competitors should not endeavor to get a cheap photo, several having to be rejected last year for this reason. A brief description of how the display was constructed, and the results secured in sales of articles displayed, should also be sent with the photo.

How Photos will be Judged

In judging the photos sent in by competitors, allowance will be made for the class of window the display is made in. For instance, if a really effective display is made in a small country store window, it will have more chance of winning the prize than an ordinary display in a fine city show window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Nov. 15, Room 511, Union Bank Bldg, Winnipeg, Man.

Rope—Sisal, 11c per lb., and pure plain galvanized, 6, 7 and 8 $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 lbs., $3.22½; $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55, square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45¼c; copper, No. 10, 47c; copper, No. 12, 50½c, assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10. Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50, Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred 81c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo, tarred, 69c.

Ammunition—Etc. — Cartridges, rim 50 p.c.; pistol sizes, 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 44c per lb.; plain, 39c.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment—it is right because

IT covers wears looks WELL

It is always in stock!

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G.F. Stephens & Co.
Limited
PAINT MAKERS

WINNIPEG and CALGARY

MALTHOID READY ROOFING

A Fire Resisting Roofing Adapted for all Classes of Roofs, Besides Being Climatized for the Severity of the

WESTERN CLIMATE.

FOR SALE BY ALL RELIABLE DEALERS.

The **Winnipeg Paint** *and* **Glass Co.**

WINNIPEG *Limited* *CALGARY*

65 ; 26, $4.65 ; 28, $4.50 ; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28, $5.15.

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10 ; IX charcoal, 20x28, $12 ; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50 ; 20x28, $3.80 ; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c ; solar red engine, 30c ; Atlantic red engine, 29c ; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c ; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.-50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c ; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 70c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

WESTERN TRADE NOTES.

Frank Phillips has retired from the hardware business at Souris, Man., and John M. Phillips will carry on the business under the name of Phillips Bros. The cash system has been adopted by the new management.

The post office, hardware store and residence, owned by J. Guilbert, Letellier, Man., was completely destroyed by fire a fortnight ago. The fire originated from a lamp which fell on the floor just as Mr. Guilbert was closing up. The total loss is about $8,000, insured for $3,600.

The Winnipeg wholesale hardware hockey league has reorganized with the following officers : Honorary presidents, J. H. Ashdown, H. Miller, J. G. Gillespie, H. Annis; president, A. Tulthorpe; vice-president, W. M. Irwin; secretary-treasurer, H. H. Trigge; executive committee, A. Ross, R. R. Dunn, W. Martin, G. P. Hoskins. The following firms have expressed their intention of entering teams : Miller, Morse & Co., J. H. Ashdown Co., Marshall, Wells Co., and Geo. D. Wood & Co.

THE STANDARD'S PIPE LINE SYSTEM.

The Standard Oil Company's advantage in handling oil really comes, not from its influence and control over the railroads, which are merely public agencies, but from its pipe lines, which are a private incident to the development of its business. A recent government report observes that the Standard's pipe line system in 1899 was stated by leading representatives of the company to comprise 35,000 miles of pipe of different sizes and to represent an investment of $50.000.000. This, it is remarked, was probably an over-statement as to the investment. Since then the addition to the mileage and to the actual investment, it is declared, had been probably not less than 30 per cent. Through this immense pipe line system oil is actually piped from Indian Territory to the Atlantic Ocean. It is so arranged that any refinery of the Standard, from Kansas to the seaboard, can be supplied, if desired, with oil from any of the four great fields. Only one competitor of the Standard has attained any importance in trunk-like transportation in any of the four fields, namely the Pure Oil Co., and its length of trunk line system is given as less than 550 miles.

SPECIAL ASSORTMENT OF TRAPS.

A new departure from the customary methods of selling traps, has been devised by the Animal Trap Company, Lititz, Pa., (branch of Oneida Community, Ltd., Oneida, N.Y.). These manufacturers have sought by means of a canvass to ascertain the relative demand for the various types of mouse and rat traps, as based on the actual experience of individual dealers throughout the country. It was argued that having to buy a number of different lines by the dozen, according to custom, the dealer was liable to be overstocked with certain traps and short of others in more active demand. In short, it was difficult for the dealer to maintain an economical and profitable proportion, a correct relation between stock and demand, in goods of this character. In order to meet this difficulty, therefore, the Animal Trap Company have provided a special assortment, including appropriate quantities of nineteen different kinds of mouse and rat traps, the whole assortment selling to the trade at five dollars. The trend of business these days is towards simplicity and elasticity ; and any departure is interesting that will facilitate the ordering of goods in accordance with the dealer's particular demands.

Assortment of Traps Selling for $5 to Dealers.

Ed. Kendrick, Selkirk, Ont., visited Preston this week on business connected with manufacturers in that town.

Practical Talks on Warm Air Heating

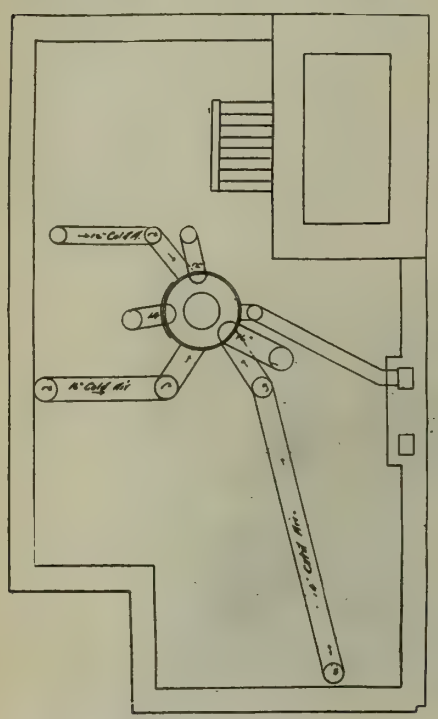
The Seventh of a Series of Articles by E. H. Roberts.

Heating a Country Bank Building

A small bank building, as is here shown, can be satisfactorily heated with either straight warm air, combination, hot water or steam. The straight warm air plant, however, would cost less than half as much as hot water and considerably less than either of the other two systems mentioned.

The warm air plant would have the advantage of heating up much more quickly than hot water and if, as is usually the case in banks, the wall space is valuable, there would be the advantage of having no radiation along the walls.

The building of which plans are here shown is 24x40 feet with 12-foot ceiling and would require a furnace with 21-inch firepot to do the work easily and economically. The registers might be



Basement Plan.

placed in inside partition walls, but in this instance floor registers seem more desirable, particularly for the banking room and lobby.

It will be necessary to take cold air from all of the three parts of the building—the directors' room, banking room and lobby as the cold air circulation is necessarily along the floors and even low partitions or counters would prevent the air from getting to the cold air registers. No outside air is necessary for a plant of this description and accordingly none is indicated.

Relative Fuel Economy.

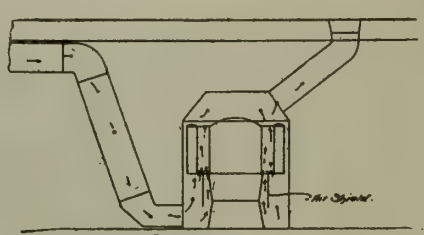
In comparing the relative fuel economy of warm air and hot water or steam, it should be taken into consideration that furnaces were formerly almost invariably installed with outside air, while hot water and steam boilers are nearly always provided with direct radiation only. For this reason, in comparing a warm air furnace using outside air with a hot water or steam plant having direct radiation, allowance must be made for the difference in the temperature of the inside and outside air.

Our experience has proven to our own satisfaction that a first-class warm air furnace scientifically installed is fully as economical as a hot water or steam boiler, to heat the same building.

Referring again to the heating plan here shown, it will be noticed that the warm air outlets amount altogether to 463 square inches, which is approximately the capacity of a furnace of the size we have mentioned.

The Cold Air Supply.

The cold air supply should be substantially the same and in this instance it is identical. All the cold air is here taken into sides of casings just above basering, the cold air piping being run overhead in basement and to explain our method of making this connection we have drawn a detail which shows a



Furnace Detail.

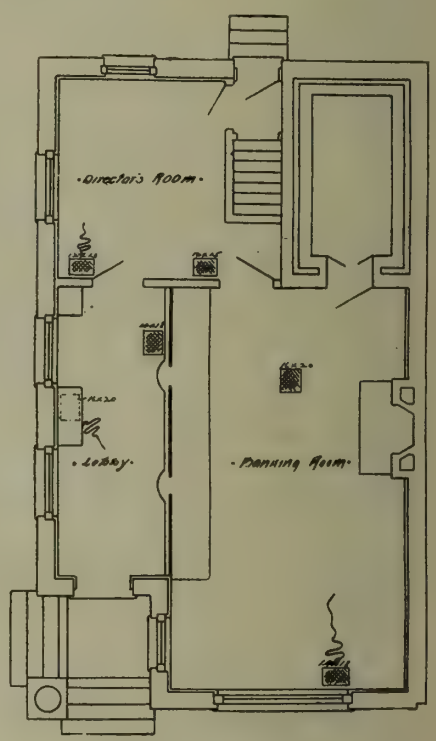
cold air pipe with shoe bolted to furnace casings; we would call attention particularly to the air shield which is hung so that the radiation from fire pot cannot have a tendency to create a counter current in the cold air pipe. This cold air shield encircles all that part of furnace where cold air returns are taken in and is hung by projections at the top which catch on the bottom of radiator and top of fire pot.

DRAFT OF A CHIMNEY.

The draft of a chimney is entirely due to the difference in the weight of the hot air in the chimney and the cold air outside of it. The hotter the air is on the inside of a chimney and the hotter the inside of a chimney can be kept and the higher the chimney is, the stronger will be the draft at the stove pipe hole. It is very important that no air enter the chimney flue except that entering from the stove. The man who is sent out to set up a stove often does not have this fact impressed sufficiently strongly upon his mind.

One way of testing a flue is by lighting a piece of paper and holding it in the stove pipe hole. If it is drawn in and up the flue easily there is evidence that the draft is in the right direction, even though the chimney may not be large enough or the draft strong enough to operate the large stove with a large fire in it and a large body of fuel.

If the lighted paper burns downward it is safe to depend on it that there is trouble at the bottom of the flue. If the flame is drawn in and up, so that the smoke hovers above the stove pipe hole in the chimney and then comes down and possibly turns and goes up again, the trouble is at the top of the chimney.



Ground Floor Plan.

PRODUCING MALLEABLE TANTALUM.

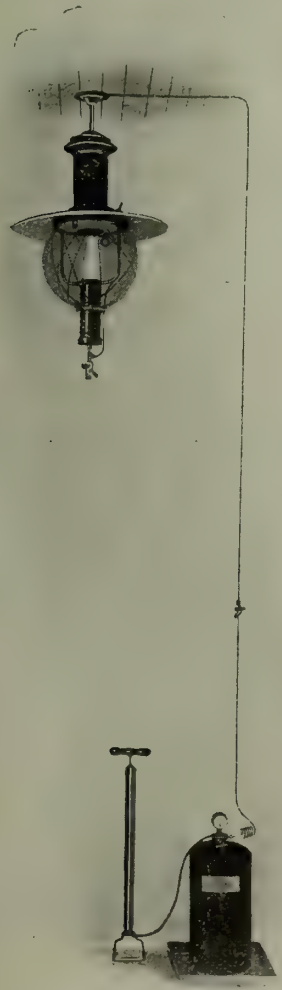
Tantalum is one of the most interesting of the rare metals. It is now employed in the production of the so-called tantalum lamp in which a filament of tantalum is employed instead of one of carbon. A process of making malleable and ductile tantalum has recently been patented by Marcello Von Pirani, Wilmerdorf, Germany, and assigned to the well known electrical company of Siemens & Halske, of Berlin, Germany.

Tantalum readily absorbs nitrogen, hydrogen or oxygen, so that it cannot be produced in the atmosphere. To make it, the inventor first produces tantalum hydride by heating tantalum chloride in hydrogen. If this tantalum hydride be heated in the air, it oxidizes, and if

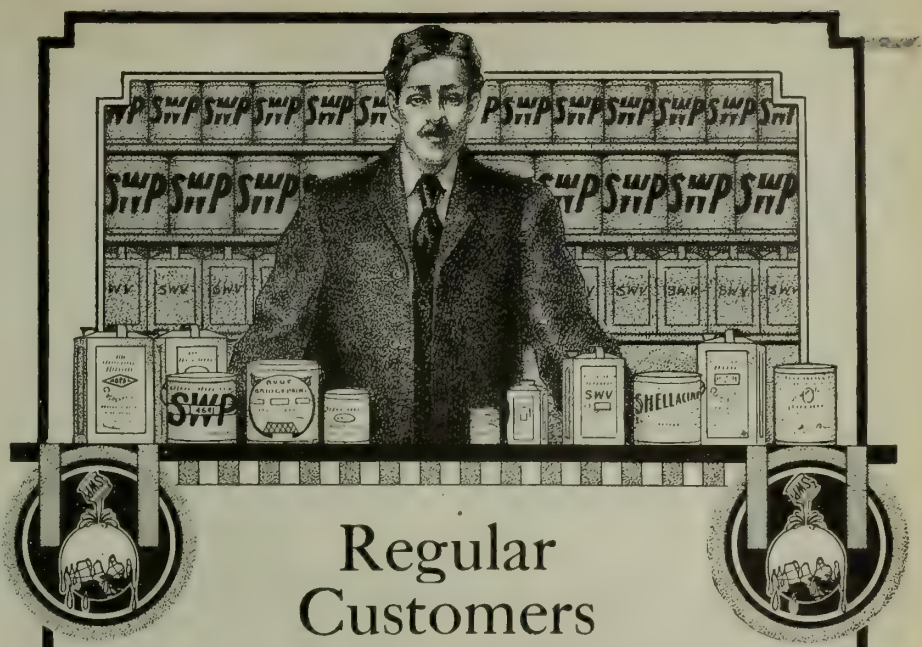
heated strongly in an atmosphere of hydrogen, the greater part of the hydrogen gas is given off and re-absorbed again upon cooling. The tantalum hydride is brittle and cannot be used. In order to obtain the malleable and ductile tantalum, the tantalum hydride is heated in a vacuum by means of an electric current so that it is actually raised to a white heat or above its melting point. The vacuum is maintained during the heating so that all gas that is expelled is removed.

THE EMPIRE LIGHT.

The nearest approach to sunlight that has yet been attained is a fact claimed for the Empire Light. It is a system of burning ordinary coal oil without a wick, in a mantle, by which the light is enormously increased and the consumption of oil greatly reduced. Its dealers and makers claim that it is the cheapest artificial illuminant on the market, costing only 2½ cents an hour for 1,000 candle-power, or about one-third the cost of electric light. It is very simple and its makers claim it to be absolutely safe, all tanks and tubes being subjected to a test of five times the working pressure before leaving the factories. The accompanying cut shows a complete 1,000 candle-power Empire Light installation, handled by the Empire Light Co., Packard Building, Montreal.



The Empire Light.



Regular Customers

Any good salesman can make a first sale. But to sell the same goods a second or a tenth time requires more than salesmanship—the goods must have given satisfaction.

The dealer who handles

SHERWIN-WILLIAMS PAINTS AND VARNISHES

has the largest "repeat" sales. The high quality of S-W. Products and the satisfactory results they give creates a steady demand. A first sale *convinces* for the goods.

Write us about our Agency Proposition today. Get the Sherwin-Williams Line and the business it will bring.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

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NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre —none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

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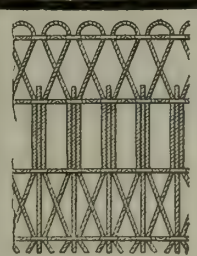

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With or without posts and rails.

You can sell our

Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises

and other specialties for **Lawns** and **Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co.
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LONDON, ONT.

WIRE AND IRON GATES
Extra Quality
Special Prices to the Trade

STANDARD METHODS IN GAS APPLIANCES AND HOUSE FITTING

Extracts from paper read before the Iowa District Gas Association recently by G. T. Vincent.

The bulk of gas appliances consists of stoves and water-heaters, and even in these the variety prohibits standardizing but does not admit of general rules.

Sixty feet of ¾-inch pipe will deliver about 100 cubic feet of water gas per hour with 0.3-inch drop in pressure, or of about 110 cubic feet of coal gas. As an ordinary double oven range will use 100 cubic feet of gas an hour, all on, nothing under ¾-inch pipe should be considered for connecting gas ranges. Further, when it is considered that water-heaters, when installed are connected to the stove line, it is a question as to whether a one-inch pipe would not be better, particularly for long runs. It is conceded that a uniform size for all lengths is the most preferable, and as the difference in cost between ¾-inch and inch pipe is only a trifle over one cent per foot, there seems to be a fairly good argument for using 1-inch pipe exclusively.

Where it is necessary to drip the gas stove line away from the meter, it should be equipped with a grip at the lowest point made from the nipple 6 inches long, and provided with a hose cock or other small opening cock, and not with a cap or plugged coupling. The drip should only be installed in a place readily accessible and protected from freezing.

The question of installing a shut-off cock with each appliance is an open one; also the location of the cock if installed. The one argument in favor of a cock is the means given to control the gas in case of accident to the appliance or to make repairs. Any cock should, therefore, be placed at the appliance and not

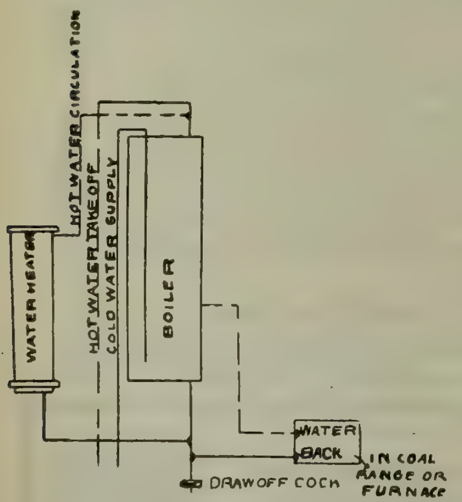

Fig. 1.—Connection for Circulating Water Heater to Vertical Boiler.

at the meter. As a general proposition, it is good practice to install cocks on all industrial appliances and omit them on domestic appliances, the argument against their use in the latter case being briefly the additional expense and danger of misuse by the consumer with possibility of exploding the appliance.

Gas stoves with back flue outlets should not be placed closer than eight inches to a wall. In disconnecting stoves the riser through the floor should be screwed out and the line plugged below. This is to prevent possible injury to occupants by tripping over the pipe.

The appliance next in importance to the gas stove, is the water-heater. While water-heaters are of two classes, circulating and instantaneous, with two types of the latter the same general rules for connecting apply to each.

The connection should be directly from the meter. Circulating heaters can generally be connected to the stove line. If there is none in use, one can be installed for the heater connection and the stove connected later. Instantaneous heaters of the pressure type, such as the Ruud and Monarch, should be connected

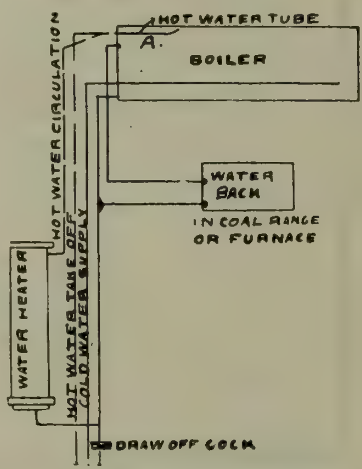

Fig. 2.—Connection for Circulating Water Heater to Horizontal Boiler.

with the size pipe given by the manufacturers, but never with less than ¾-inch. Instantaneous heaters of the open type should have a direct line not less than ¾-inch. The connection of any type to an outlet will usually result in trouble. The flue pipe of all heaters should be run to the chimney or outdoors. The practice of ending the flue pipe in a disused room, or garret, or cellar way, is a poor one and saves very little in the installation. All water pipe and fittings should be galvanized and of the size called for by the manufacturer, but never less than ½-inch.

Circulating water-heaters occasionally present some difficulties in their installation, and it seems to be quite usual to decline to connect them to horizontal boilers of any type. This is unnecessary loss of business, as a circulating heater can be made to give results with any kind of boiler in any location.

Fig. 1 shows a standard connection to a vertical boiler. Fig. 2 shows a standard connection to a horizontal boiler when the heater can be set below the boiler. This requires usually the insertion of the bent hot water tube A. Fig. 3 shows a connection to a horizontal boiler when the heater is placed above the boiler. This method is used where the boiler is low and should be used in

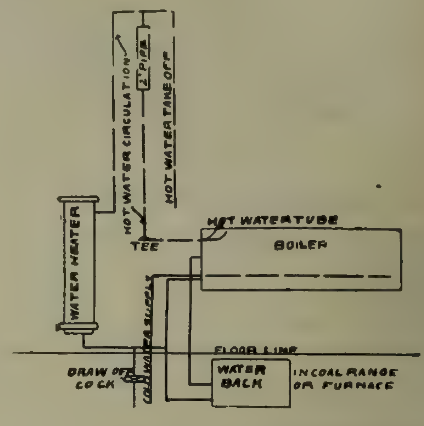

Fig. 3.—Connection for Circulating Water Heater to Horizontal Boiler When Heater is above Boiler.

preference to setting the heater in the cellar or basement, where it would be subject to freezing.

SELLING RAZORS.

Do you know enough about a razor to be competent to sell them? Possibly, because your customer may know still less about them; but can you tell him as much about them as you would like to know if you were in his place? Suppose your own physiognomy were in danger of paying a tri-weekly tribute to mistaken judgment. There is more than dollars in it, though, of course, a man is pretty apt to want his money's worth of shave too. A poor hoe or scythe may sometimes be operated by applying a little more muscle, but a poor razor is not built upon that plan. One likes to have the evidence of a razor's "having been" without too much physical evidence of its "being." Does the kind you sell meet with that requirement or do you know how to select one that does?

If the razor you are selling does not give good satisfaction and the fault is in the razor you should find it out before the jobber's representative is with you again; if it is in the sharpening, as it frequently is, it might pay you to kindly show your customer the difference between honing a razor and grinding a handsaw. If you cannot do that then try and sell him something else that will make good, before you leave him, if it's nothing more complicated than a hammock or a clay pipe.

Nothing will send a customer in disgust to the nearest barber or a department store more quickly than a poor razor. That is because it hurts him. He has instant, constant and convincing evidence of its cussedness every time he uses it, against which all the argument of all the agents in the world

would avail nothing. The retailer cannot charge the quality of the steel and the question of its proper temper takes him beyond his depth in the realms of microscopy; he must depend upon the guarantee of a reliable razor-maker; but it is posssible for an ignorant customer and even the dealer himself to ruin the best of blades. He should understand that a good razor is a delicate affair; that contact with over-hot water or even allowing it to lay in the bright sunlight in the show-case may change the temper materially and spoil the finest handiwork of the maker. It is the dealer's place to let the customer know this.

Perhaps there is no easier method of approaching the leathery folds of a conceited customer's think machine with a few germs of truth than by trying to sell him some good sharpening device. Even if you know he is not going to buy it there is far more opportunity to give him hints about the proper care of a good razor than in the sale of a razor itself. In the latter case he may think you are assuming that he doesn't know how to care for a razor and resent the idea. If you are trying to sell him a hone it is possible to drop a good many hints about razor management and still have it appear that you are only trying to sell him something else and not trying to dictate concerning his treatment of the article he has just purchased.

CO-OPERATION IN ADVERTISING.

The banding together of the business men of a certain section to advertise their particular corner as a bargain centre was the experiment tried recently by Chatham, Ont., merchants located on King street, east of the market. The scheme was inaugurated by Henry Primeau, of the New York Cloak Store. "L'Union Fait La Force" was the motto of the combination, comprising eight mercantile establishments. The combination secured a page in each of the local papers, both Friday and weekly issues, in which each merchant ran an announcement of a few special bargains. Full-page circulars were also distributed through the city Friday night and among the incoming farmers Saturday morning. Saturday proved a bad day, but despite that the merchants concerned report very good returns, particularly in the special lines advertised.

The merchants of Highgate have made a further advance in the direction of early closing. In future they will close their stores at six o'clock every Monday night. They have already made it a practice to close at the same hour on Wednesdays and Fridays, so that the change will leave just three open nights in a week. This move for every other night off is in the right direction, and it is one to which customers, both in the village and in the surrounding country should raise no objection. Probably it will prove the thin edge of the wedge in the matter of early closing.

QUALITY HIGH
PRICE RIGHT

ON ALL OUR

"Metallic"
Goods

"EASTLAKE" SHINGLES
MANITOBA SIDING
ROCK-FACED SIDING (4 in 1)
SKYLIGHTS
"HALITUS" VENTILATORS
FIREPROOF DOORS and WINDOWS
GALVANIZED CORNICES
SHEET METAL FRONTS
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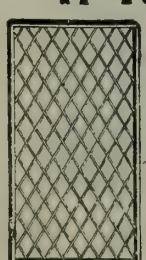
It is a pleasure to give information and prices on any of these goods

"OUR DEALERS ALWAYS PROTECTED"

THE METALLIC ROOFING CO.
OF CANADA, LIMITED
Manufacturers Established 22 years
TORONTO AND WINNIPEG

"If It's Made of Wire We Make It"



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We have a splendid selling line of
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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.
PROMPT SHIPMENTS
Otterville Manufacturing Co., Limited, Otterville, Ont.

SHERARDIZING: THE NEW METHOD OF GALVANIZING

(From the Brass World, Bridgeport, Conn.)

The deposition of a coating of zinc on iron or other metals by means of the new process called "Sherardizing" is worthy of the attention of all those who are carrying on or contemplating galvanizing. This process is the invention of Sherard O. Cowper-Coles, of London, England, and has been in use in that country for some time with excellent results. It is, metallurgically speaking, one of the most interesting processes which have appeared in some time.

The process is a very simple one, and consists in heating the articles to be galvanized in a closed iron receptacle, such as a tumbling barrel, with zinc dust. At the same time the barrel is heated to about 600 degrees Fahrenheit. This temperature need not be exact, and from 500 to 600 degrees answer the purpose. The thickness of the coating depends upon the length of time that the articles are allowed to remain in the barrel. Any desired thickness may, therefore, be obtained.

The castings are cleaned in any desired manner, either by pickling, tumbling, or the sand blast. This part of the process is the same as it would be for ordinary galvanizing or electrogalvanizing. They are then placed in a closed iron drum or barrel, which is so made that it may be revolved and heated by a muffle furnace or other means. In the illustration the drum and the method of heating it are shown. The articles, after they have been treated, are shown issuing from the drum. When the articles are placed in the drum, a quantity of zinc dust is placed in with them. This zinc dust is a commercial article, and may be cheaply obtained.

The process is based upon the fact that zinc volatilizes in an inert atmosphere at a temperature slightly below its melting point. The volatilized zinc, therefore, unites with the iron or steel (brass or copper may also be used) and forms an alloy with it. This allows it to adhere tenaciously. The zinc then continues to cover the surface until any desired thickness may be obtained. When finished, the articles are dumped out, sifted from the zinc dust, and are in a completed condition unless a highly polished surface is desired.

Material galvanized by this process has withstood five years of the most trying conditions. It has been found satisfactory to the British Admiralty, and also by the Colonial Government of the Gold Coast, where nothing but gunmetal or brass would withstand the severe conditions of the climate.

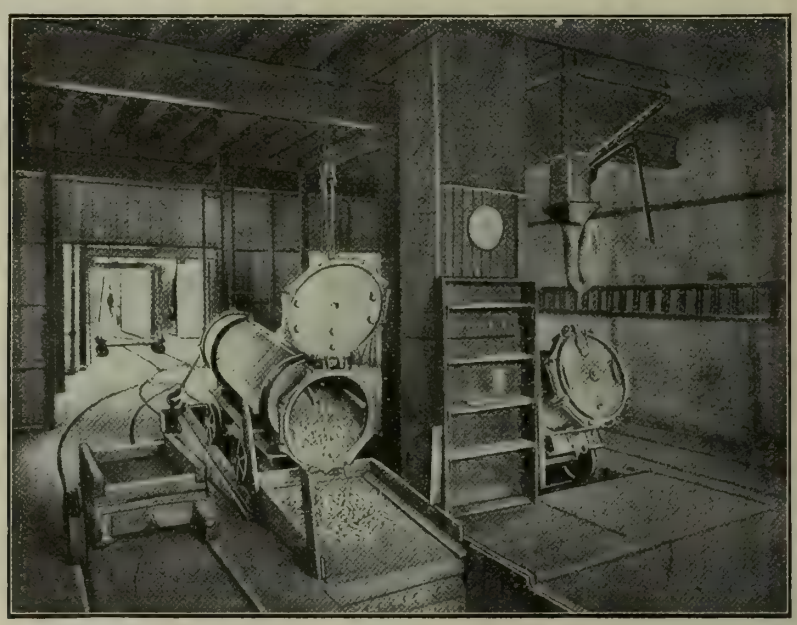
Tests which have been made of it by standard methods, or that known as the American telephone and telegraph test, resulted in a victory for articles that had been sherardized. Four dips in a sulphate of copper solution are required by this test, with a dry-wiping at each immersion. Many of the samples of material galvanized by the hot process broke down after these four immersions, but the sherardized samples stood ten immersions without injury.

The polished surface of sherardized articles resemble those which have been nickel plated, and have the advantage that they will not peel. The method, therefore, may be used for producing ornamental work.

There are many advantages of sherardizing which at once become apparent when the process is used. Some of them are as follows :

1. The zinc forms an actual alloy with the exposed metal and renders it far more difficult to corrode than ordinary galvanized articles. The coating has less tendency to peel on this account.
2. There is no zinc dross produced.
3. The plant may be started within a few minutes, and does not require the melting of a large mass of zinc, as in hot galvanizing.
4. No fumes are given off.
5. The thickness of the coating may be varied if desired.
6. An even coating of zinc may be contained on articles, no matter what their shape is. This is impossible when dip galvanizing is used.
7. Skilled labor is unnecessary.
8. Sherardized surfaces are harder than those which have been galvanized in the ordinary way.
9. The threads of screws or similar indented portions of articles are not filled up.
10. Sherardized articles may be soldered, painted, or otherwise treated.

Although sherardizing has been carried on in England and other countries, it has only recently been introduced into the United States. The United States Dry Galvanizing Company, of 34 Pine street, New York city, are the American agents for the process. A small plant is now being operated in New York city, and another is in process of construction in New Jersey. The illustration herewith shown was taken at the English works of the London Sherardizing Company, Willesden Junction, London.



Sherardizing Apparatus in use at Works of London Sherardizing Works, Willesden Junction, London, Eng.

RECENT BRIDGE CONSTRUCTION.

A ferro-concrete bridge now under construction at Pontypridd, Wales, is interesting as furnishing an example of the most modern practice side by side with the old stone arch bridge erected in 1750, and also the second bridge across the river Taff erected in 1857. The latest bridge comprises a centre span of 116 feet, and two end spans of 25 feet each, with a width of 25 feet between parapets. When completed the bridge will constitute the longest span ferro-concrete arch hitherto constructed in the United Kingdom. Another ferro-concrete bridge is at present under construction over the river Wansbeck, near the North Seaton station, on the North-Eastern Railway. This bridge has a total length of 264 feet between abutments, and comprises six girder spans 44 feet 4 inches from centre to centre of the piers, by 20 feet 4 inches wide. It is stated that the adoption of ferro-concrete construction has in this case resulted in a saving of $25,000.

LIGHTNING RODS IN FAVOR.

The frequency of property destruction by fire due primarily to lightning has set people to thinking. It is a noteworthy fact that very few buildings when rodded, even imperfectly, are destroyed by the sudden discharge of atmospheric electricity. It is safe to assume that practically all buildings destroyed during the recent thunderstorms were not rodded, and hence lacked protection. The fact that losses by lightning are becoming more frequent in country regions has caused a return to the formerly popular lightning rod. As our forests gradually disappear, the more subject to lightning strokes will be the isolated group of farm buildings, and the more imperative will be the need of protection. The expense of rodding farm buildings should not preclude their use, as the cost is not excessive.

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Finest Quality.
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Manufacturers of
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NEW COLD PROCESS
HORSE NAILS

If you have not yet had samples of our NEW COLD PROCESS HORSE NAILS, write us and we will gladly send them to you by return mail.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Building Notes.

A large rink is being erected at Orillia.

A post office will be erected in Kincardine, to cost $17,000.

The value of buildings erected in Regina, Sask., during 1907 is $1,103,435.

Charlotte St. Methodist Church, Peterborough, will erect an edifice to cost $30,000.

Building permits in Victoria, B.C., for October aggregated $81,875. This is an increase of $20,000 over September.

The directors of the Montreal Dominion Park Company have decided to start at once the rebuilding of that portion of their amusement buildings recently destroyed by fire.

The chartered congregation of the Temple of Solomon, Montreal, have decided to build a synagogue on Ontario St. west, next to the College of Pharmacy. The front of the building will be in Cleveland sandstone and pressed brick. The whole of the inside finish is to be in hardwood. The edifice is estimated to cost $52,000.

The Ontario Government has awarded to Purdy, Mansell & Co., Toronto, the contracts for the heating, plumbing, and ventilating of the new Normal Schools at Hamilton, Stratford, Peterborough, and North Bay. The contracts for the electric wiring in the same buildings go to Fred Armstrong & Company, Toronto. The aggregate amount of all the contracts is in the neighborhood of $63,000.

Despite the slump in building operations during the past two months, Toronto is still ahead of last year's record for the ten months ending the 31st of October. The following figures issued by the City Architect indicate the number of permits and the value of buildings: Approximate value of buildings, January 1 to October 31, 1906, $11,102,923; 1907, $12,980,635. Approximate value of buildings for month of October, 1906, $1,536,595; 1907, $776,555.

Industrial Development.

Tolton Bros. will erect a box factory at Guelph.

The Raven Lake Portland Cement Company has gone into liquidation.

A brick plant will be erected at Claysmore Siding, Alta., to cost $25,000.

The Western Fire Clay Products will erect a plant near Yellow Grass, Sask.

R. Beach, Winchester, Ont., will establish a mattress factory in that town.

The repairs necessary on the electric light plant, Wingham, Ont., will cost $10,000.

The Atikokan Blast Furnace recently shipped 2,000 tons of pig iron to Sault Ste. Marie, Ont.

The large tannery of E. Julien at Limoilou, Que., was destroyed by fire, the loss being $15,000.

The Union Foundry and Machine Works, West St. John, N.B., are making extensive improvements to their plant.

The Dominion Power and Transmission Company will erect a new freight shed and large car shops at Hamilton in the spring.

The Granby smelter at Greenwood, B.C., with the entire blast of eight furnaces, is closed on account of the low price of copper.

The Victoria Machinery Depot, Victoria, B.C., has been awarded the contract for repairing the C.P.R. steamer Tartar, the price being $10,000.

The Kauffman Rubber Company, recently formed in Berlin, elected the following officers recently: President, J. Kauffman; secretary, A. R. Kauffman.

Of 51 different machines required by the Cobalt Concentrators for the Nipissing Mill, 50 were supplied by Canadian dealers. The plant when completed will treat 100 tons of ore per day.

The Doty Engine Works, Goderich, wish to add to their present plant a plant for the manufacture of boilers and steel frames for boats. They want certain concessions from the town. In the new plant 100 hands will be employed and the plant will cost $40,000.

The universal adoption of gas and gasoline engines, and their use in connection with the plumbing and heating trades, has been a feature of the progress made during the past few years. A recent order for 100 ten-horsepower gasoline engines, placed by the Grand Trunk Pacific Railway with the Fairbanks, Morse Manufacturing Company, Toronto, the engines to be used for water systems along their new lines of railway in Western Canada, instances one class of work which this cheap means of producing power can be utilized. For isolated plumbing systems in farm houses, gasoline and hot air engines have also proved their serviceability.

Companies Incorporated.

B. Bell & Son Company, Toronto, capital, $200,000; to manufacture and deal in machinery, implements and supplies. Provisional directors: S. H. Chapman, H. H. Hurd, C. Morris, all of Toronto.

Toronto Iron Works, Toronto, capital, $40,000; to carry on the work and business of a foundry, machine shop and boat-building establishment. Provisional directors: W. A. Manion, H. B. Malone, and J. H. Malone, all of Toronto.

Soss Invisible Hinge Company, Toronto, capital, $40,000; to manufacture and deal in hardware specialties and obtain the rights for the Soss Invisible Hinge. Provisional directors: J. Soss, New York; S. King and F. Watts, both of Toronto.

The Challenger Athletic Goods Company, Toronto, capital, $25,000; to manufacture and deal in athletic goods of all kinds. Provisional directors: W. Challenger, Toronto; F. G. Coates, Brooklyn; P. Walton, Ridgewood, N.J.

Municipal Undertakings.

Brandon, Man., is installing a lighting plant for its pumping station.

A waterworks plant will be installed at Elmira, Ont., to cost $25,000.

Montreal will try to bring natural gas from St. Maurice county to supply the city with light.

Several citizens of Humbolt, Sask., are organizing a company to supply the town with a telephone system.

A by-law was carried in Chesley, Ont., for $38,000 for waterworks. The supply will come from artesian wells.

The Minneapolis Street & Town Lighting Company, Minneapolis, Minn., is seeking a franchise to supply Carnduff, Sask., with electric light.

The shareholders of the Sherbrooke Light, Heat and Power Company, Sherbrooke, Que., are in favor of accepting the city's offer to buy the plant.

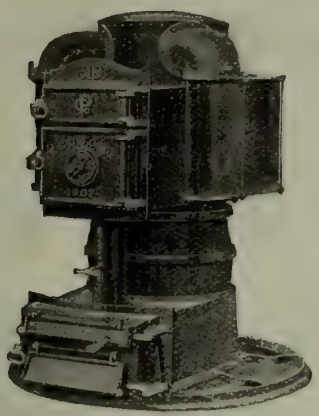
The by-law for the new waterworks improvements at Welland has been prepared. For this purpose $15,800 will be required. A report has also been received on a new sewerage system.

Railroad Construction.

The C.P.R. is installing its own water-pumping plant at Brandon, Man. The offer of the city was declined.

About fifty miles of rails have now been laid on the National Transcontinental on the Quebec section, and grading is well advanced for a long distance on the various divisions now under contract. It is thought that by next fall about four hundred miles of road will be graded, and the track will be laid on a large portion of it. Tenders for the greater portion of the remaining thousand miles between Winnipeg and Moncton will be called for next spring. The contractors on the sections now under construction are reported to be making satisfactory progress.

Speaking of the general progress of the construction of the lines of the company in the West, Wm. Whyte, second vice-president of the C.P.R. stated that during the past season there had been but one difficulty and this had been the lack of railway ties. This difficulty would be fully remedied during the present winter, and there would be a full supply of ties for the work of next year. Through traffic to Edmonton would be possible over the new line early next season. The Pheasant Hills branch, which will run through Edmonton in connection with the Yorkton line, is being operated to Nokomis. The steel has been laid to Lanigan, the point of junction with the Yorkton branch, and steel has also been laid for a distance of twenty miles beyond Lani-



IMMEDIATE SHIPMENTS

This is the season when you require

PROMPT SERVICE

It has required very large additions to our manufacturing facilities to enable us to meet the constantly increasing demand for our

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but we have made full provision for keeping pace with the needs of our customers and we are fully equipped to give you the best and quickest service.

Pease Foundry Co., Ltd., Toronto

Pease-Waldon Co., Ltd., Winnipeg

gan. Work was being pushed in the more distant west with the greatest energy and it was hoped that the company would be able to operate the line into Saskatoon by the end of the present month. The grading of the line would also be completed into Lanigan from the east on the extension of the Yorkton line this fall. Work is also progressing very favorably on the line from Lacombe to Moose Jaw.

The high level bridge, which for years has been the dream of the people of Edmonton, will be built as soon as mechanics can put the material in place, and easy and direct communication between Strathcona and Edmonton will be afforded for the first time. The local municipalities have desired that a joint traffic and railway bridge might be erected, and negotiations to this end have been in progress for some months, these negotiations terminated successfully during the present visit of Mr. Whyte, vice-president of the C.P.R., to the West. Under the proposed plan the railway bridge will be below the traffic bridge. On the latter there will be provision for a street car system, with a traffic way on either side. The total cost of the completed structure will, it is said, be in the neighborhood of a million dollars, the railway company paying for the portion used by them and the municipalities and Government interested paying also for the portion used by the general public. The traffic bridge is recognized as a necessity of the situation and the required appropriations will be made or have been made. The structure will be the highest building in Western Canada, and will be $2,500 feet in length.

BRASS MILLS TO RE-OPEN.

In an interview with Hardware and Metal on Wednesday, President Menzies, of the newly-formed Toronto Brass Rolling Mills, with mills at New Toronto, stated that the mills will be re-opened as soon as arrangements are made for a new manager for the works. The plant has been closed down for a couple of years, the old company, the Canada Brass Rolling Mills, having been wound up by foreclosure in August. The new tariff is favorable to the operation of the mills, the duty on brass sheets, rods and tubing having been increased in November, 1906, since which time users of brass have been forced to import and pay the duty, no supply being available from a Canadian mill.

The Montreal authorities are trying to put down with a strong hand the nuisance caused by manufacturing, factory and other chimneys polluting the atmosphere with dense clouds of smoke. The by-laws are strong on the point, and fines are being enforced in all directions. Even the excuse that a smoke consumer had been installed and had proved ineffectual, does not let off the offending company or private person.

KEEP ON THE MOVE.

Are you actually busy all day long? Busy with business? Busy accomplishing things that count? Judging from past experience a writer in an exchange believes that the average retailer in the small town wastes at least a quarter of his time. He not only wastes the time, but is at the same time firmly convinced that he is the busiest man in the town and does not have half enough time to take care of his business properly.

Many retailers will not only waste a great deal of time between jobs in the store, but will even go outside and play croquet, pitch horse shoes, or waste an hour or two in some other occupation while he has work to do inside, which, if properly cared for, will increase his profits considerably in the course of a year.

Many fail to realize that their time is charging himself up with every minute they take from their business they are cheating that business out of. They are not accustomed to put a price on their own time, even though most of them draw a certain salary from their business each month.

One retailer recently brought himself to realize the value of his own time by charging himself up with every minute thus wasted, at the same rate he allowed himself a salary. It was a great surprise to him the way his salary was thus reduced, and any retailer who will honestly follow up such a plan for a month will see where there is a leak in the business at a very vital point, and once such a leak is found, he is not a shrewd merchant if he does not stop it.

A Paint Catechism

By G. B. Heckel.

16. What are the characteristics of Basic Corbonate White Lead? "It is scarcely necessary to point out that as white lead is made by many processes, it must necessarily vary in composition; indeed, the white leads yielded by the same process do not always have the same composition."—Hurst.

White lead is the most opaque of white pigments, a fact due largely to the small proportion of liquid required to reduce it to painting consistency; its spreading power, however, is correspondingly small. The lead hydrate contained in it unites with the acids of linseed oil to form a lead soap, which, while improving its brushing qualities, reduces its durability. It changes into the black sulphide of lead on exposure to sulphuretted hydrogen gas, and as this gas is almost universally present in the atmosphere, pure white lead seldom retains its original color. While a useful and valuable pigment on account of its opacity and working qualities, it is also a treacherous pigment because of its irregularity of composition, its deficient durability and its sensitiveness to atmospheric agencies. The durability of a good white lead paint will be about three years, but in the meanwhile the paint will have disintegrated on the surface and begun to wear off in the form of a fine powder ("chalking") or to come away in minute flakes ("scaling"). The powder and the scales as well as the dust arising therefrom are poisonous.

Another technical defect of white lead, as generally used, is that it is sold in the form of a very thick paste containing only about ten per cent. of oil. The purchaser adds the necessary liquids to fit it for use, stirring the mixture with a paddle. Uniform consistency is not obtainable in this way, and the paint produced is inferior.

17. What is sublimed White Lead or Oxy-sulphate of Lead? This product is so named because it is obtained by a sublimation process (from lead sulphide ores by a process analagous to that used to produce American zinc oxide). The product is obtained directly as a very fine, impalpable white powder, without grinding. Chemically it is different from ordinary white lead, being apparently a basic sulphate of lead and * * * has approximately the following constitution:

Lead sulphate	75	per cent.
Lead oxide	20	"
Zinc oxide	5	"

It exceeds in the fineness of the particles, writes Ladd, the ordinary grades of white lead and is at least equal to them in whiteness, body, covering power and wearing qualities. It differs from ordinary white leads in being non-poisonous and resists the blackening action of the sulphur compounds of sewer gas and of fuel gases to a much greater degree.

Wouldn't it be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending ELASTILITE.

ELASTILITE VARNISH is for all outside or inside uses. Good body, brilliant lustre and very durable.

In cans only, ½-pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

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Gilbertson's Sheets

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mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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your customer that the best is the cheapest.

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while more expensive than ordinary floor paint, is so much better for the floor that it should not be difficult to induce your customer to try it.

It Dries Hard
Is Never Sticky
Gives a Varnish Gloss
Stands Repeated Washing and Wears Like Iron

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Having a Century's Reputation for Reliability.
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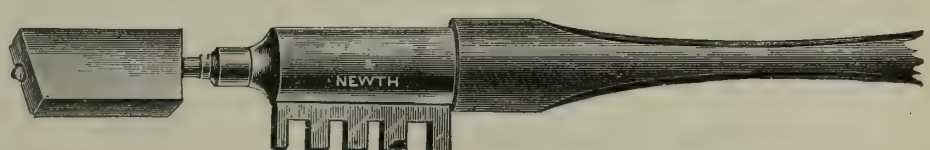
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

The lead sulphate and lead oxide are chemically combined in sublimed white lead, forming the true basic sulphate, writes Hughes. This chemical combination of the sulphate and oxide into the basic compound explains the high degree of opacity which this pigment possesses. Its physical structure is entirely different from the ordinary lead sulphate, which has no pigment value. The zinc oxide present is caused by the presence of a small amount of zinc in the raw material used in its manufacture.

18. What are the characteristics of Sublimed White Lead? Like all pigments produced by sublimation processes sublimed lead possesses in its ultimate particles a fineness far superior to that of pigments otherwise produced. On account of the extreme fineness of its particles it does not settle out of liquid mixtures. Being an oxy-sulphate it resists the discoloring action of hydrogen sulphide and other harmful gases in the atmosphere longer than does any other lead pigment. It is uniform in composition, is non-poisonous, and has no destructive effect on the paint vehicle. Expert paint manufacturers early recognized these characteristics and the paint manufacturing industry consumes practically the entire production.

19. What is Zinc-Lead? This pigment which has made its appearance within the last few years (fifteen or twenty) and which is practically unknown to the general public is prepared from low grade zinc-lead ores which also usually carry small quantities of copper, silver and gold, the latter metals being exhausted after the removal of the zinc and lead. As prepared it is apparently a molecular combination of zinc oxide, lead sulphate and small proportions of lead carbonate and oxide. The combination, if it may be so termed, being affected at a high temperature, while the metals are in the form of vapor, the union is far more intimate than would be obtained by grinding together the separate component pigments.

In physical appearance the zinc-lead whites closely resemble a good grade of zinc oxide, but their specific gravity is higher and their density greater. This difference becomes more noticeable on grinding with oil, the proportion of oil taken up being much nearer the figure for Dutch process white lead than to that for zinc oxide. The density or obscuring power of the resultant paint places it in the lead rather than the zinc class. The chief objections made to it are that it is not always uniform in composition or color. An average of a large number of analyses gives it the following composition:

Lead sulphate	48.10
Lead carbonate	0.50
Lead oxide	0.60
Zinc oxide	50.50
Zinc sulphate	0.30

It remains to be added that the process and methods have been so standardized that the color and composition are now practically uniform.

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 15.—A good movement is reported during the last week for all painting materials. There is now only about two weeks in which "open water" can be relied upon, and jobbers are awakening up to the fact that notwithstanding the excitement over financial matters, the general public require paint and must have it.

Linseed Oil—The unexpected has happened, and a slight weakening has been reported. Quotations are consequently marked down 2c per gallon, as follows: Raw, 1 to 4 barrels, 60c; 5 to 9, 59c; boiled, 1 to 4 barrels, 63c; 5 to 9, 62c.

Turpentine—This line seems to have felt the monetary pinch, and the Southern producers have eased off in their quotations. We consequently quote turpentine at lower figures: Single barrels, 71c; wood distilled turpentine, pure, 65c.

Ground White Lead—It is reported that grinders are allowing quotations to "sag" in sympathy with a slight drop in pig lead. Locally, there seems to be a good demand, and figures for small lots do not show a tendency to recede. Quotations are as follows: Government Standard, $7.25; No. 1, $7; No. 2, $6.75; No. 3, $6.35.

Red Lead—This article also shows a tendency to drop, and prices have shaded in quotations 25 cents per 100 pounds. We quote: Genuine red lead in casks, $6; in 100-pound kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6 and smaller quantities, $6.75.

Dry White Zinc—There has not been much call for this item, and quotations are nominally the same as last week: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—A limited inquiry exists for this decorating material, and there is no change in the market. Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Varnishes—A number of the factories report a fair spurt in business, and consequently, varnishes may be said to show a healthy outlook. Yielding to slightly lower figures in gum shellac some makers are quoting 10 c per gallon less than the figures which have been prevailing.

Putty—Rush orders are pouring in, stimulated by the cold weather. One hardware merchant briefly telegraphed

Important

Paint Facts Worth Knowing

Pure White Lead is absolutely essential to good paints.

The standard White Lead of the world is Brandram Bros. B. B. Genuine White Lead.

This B.B. genuine White Lead is the White Lead used in the manufacture of

"ENGLISH"

Liquid House Paints.

This fact gives

"ENGLISH"

Liquid House Paints the undisputed advantage over other ready mixed paints.

Remember this fact when you are selling or buying paints.

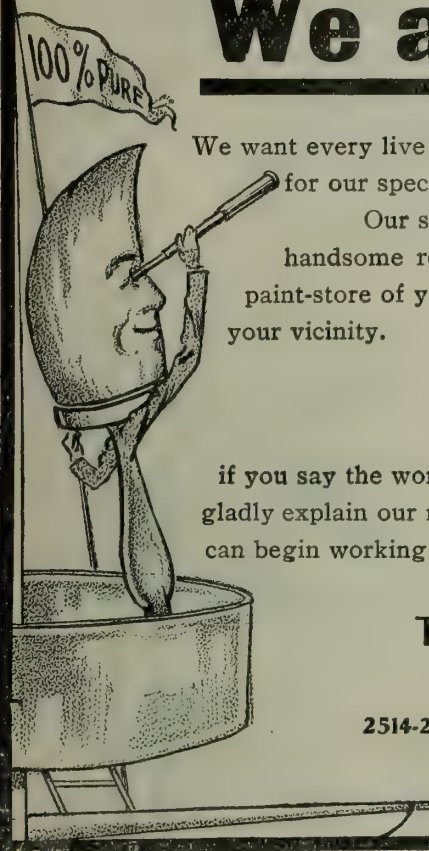
BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

MONTREAL HALIFAX
ST. JOHN WINNIPEG

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

We are on the Lookout



We want every live paint dealer who isn't handling **Martin-Senour 100 percent Pure Paint** to write for our special proposition to dealers.

Our specially prepared advertising campaign is a winner, and brings our dealers handsome returns in increased trade. We can make your establishment the popular paint-store of your town, and put you in touch with the very cream of the paint trade of your vicinity.

We Will Do It

if you say the word. If you are with us, write today for further information and we will gladly explain our method. Don't delay. The sooner you get in touch with us, the sooner we can begin working for your interest. We are yours for your greater success and profit.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

TRY OUR

"Aluminum Paint"

For Radiators, Hot Water Pipes and fancy Wood and Metal Work about the home.

Durable and easy of application. In tins of ½-pt. to 1 gal.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

LUCAS

PHILADELPHIA NEW YORK CHICAGO

BOSTON SAN FRANCISCO

to a local paint firm: "I must have glass, and I must have putty." Prices are as follows: Pure linseed oil putty, bulk, in 800-pound casks, $1.75; in 25-pound iron drums, $2.05; in 25-pound tins (4 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, Nov. 15.—Paint and oil sales show a considerable increase over those of last week and local jobbers are well satisfied with the amount of business coming in for the middle of November. Trade with lake and river cities has been stimulated during the week by the fact that the close of navigation is almost at hand, and many rush orders have come in during the past few days calling for immediate delivery by water. As prices generally in Toronto are unchanged, the reductions in various commodities reported from Montreal would seem to indicate that jobbers in the eastern city are making a strong bid to secure as much business as possible from marine points, in order to forward a large amount of merchandise by water before the lake freighters stop running, and the railways adopt their higher winter freight tariffs.

Linseed Oil—The price of linseed oil is unchanged and declining consumption and sharp competition are responsible for keeping the Canadian jobbers' price practically as low as the actual cost of imported oil. The domestic seed market situation is still in great doubt. While there may be a fair crop in the Northwest, it is late in being brought forward and cannot now be moved before the close of navigation, which will make it cost the Canadian crushers a heavy freight rate without bringing any special advantage to the producer. We quote: Raw, 1 to 3 barrels, 64c; 4 barrels and over, 65c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—Retailers are doing very little heavy buying in this commodity, apparently preferring to stand off and watch the market. Outside orders are mostly for one barrel lots and city orders in many instances are for even smaller quantities. The turpentine market is still influenced by the money stringency in the United States, in consequence of which the consumption is less than in former years, and the advance that has usually taken place at this season of the year will possibly not materialize this season. However, as the present price is much lower than other years, the consumers, we would think, are reaping some advantage from the present low figure, and may find an advance in the near future if the finances in the United States should improve. At a meeting of the producers of turpentine held at Jacksonville last week, Colonel Toomer was defeated for reelection to the presidency of the Turpentine Association, and it is said that J. G. Boyd, the president elect, is likely to bring about a conservative policy and restrict the production for some time, until the market rights itself. Local prices have been slightly reduced. We now quote: Single barrels, 71c; 2 barrels and upwards, 69c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms, 2 per cent., 30 days.

White Lead—A stronger demand has sprung up during the week and some splendid sorting orders have been received. White lead prices are unchanged here, being quoted as follows: Genuine pure white lead, $7.40, and No. 1, $7.15.

Red Lead—The market has lost some of its strength of late and at present may be said to be stationary. Present prices are: Genuine, in casks of 500 lbs., $6.25; ditto, in kegs of 100 lbs., $6.75; No. 1, casks of 500 lbs., $6; ditto, in kegs of 100 lbs., $6.50.

Shellac—Gum shellac, which is a product of India, has slightly declined in the primary markets, but as a new supply cannot be imported till early in January, it is unlikely that there will be any great change in local quotations for some time. The market is not so firm, however, as it was. We still quote: Pure orange, in barrels, $2.70; white, $2.82½ per barrel; No. 1 (orange), $2.50.

Glass and Putty—A splendid sorting order business is being done in glass. Prices in these commodities are unchanged. The demand for putty is not as active as it was a fortnight ago, but orders are still very satisfactory for this time of the year. Putty quotations are also unchanged.

BRONZE POWDER WORKS ENLARGING.

The office of the Canadian Bronze Powder Works, at Valleyfield, Quebec, were burglarized on Sunday morning last, the front of the safe being blown to pieces by an overcharge of powder. The damage was confined to the effects of the explosion, however, as the contents of the safe were found strewn about the office.

The company has been erecting a large addition to their works to be used in the manufacture of aluminum powder, This branch will be in operation early next year.

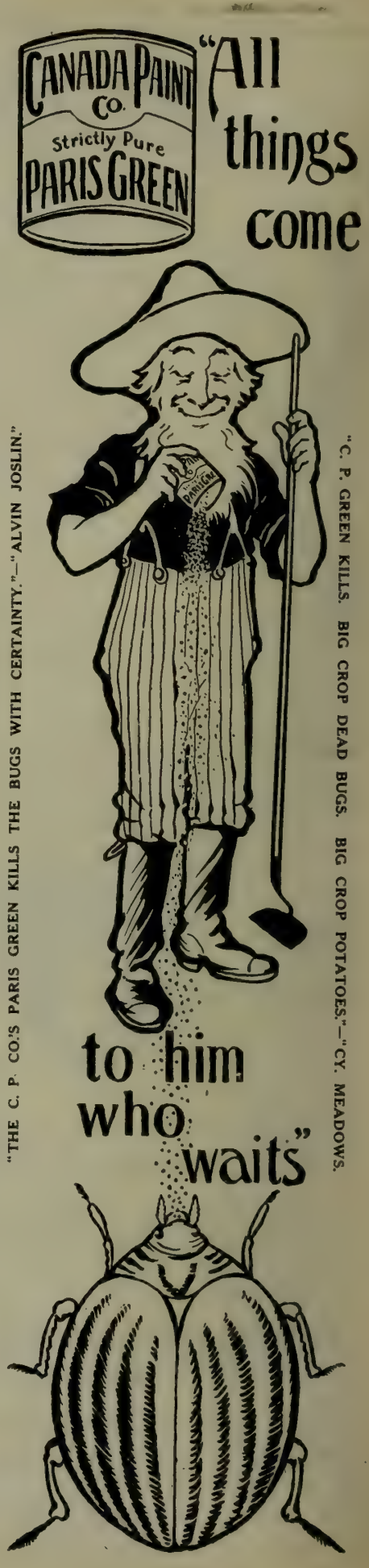
Owing to the large staff of men being paid off on Friday instead of Monday, only a small sum of money was in the safe, so the loss could not have been great even had the burglars not made a bungle of their work.

R. E. Thorne, the head of the company, has been a visitor in Toronto this week arranging for a change of management of the Toronto branch. A. O. Thorne is retiring and H. H. Rosser is succeeding him.

Mr. Thorne, in conversation with Hardware and Metal, said the past year had been an exciting one at Valleyfield, a bank failure, a small fire and now a burglary, in each case, however, his company escaping with only a few dollars loss.

The development of the company's business is very satisfactory, the works being working night and day in order to supply the demand for goods. The new aluminum powder factory is a solid concrete building, absolutely fireproof.

At the opening of school in September, Jos. Kuhn & Son, Champaign, Ill., fitted up one of their windows to represent a typical school room. For several hours each day the window was filled with real children and a teacher who went through the motions of teaching, etc. In the window were shown fall suits shoes and everything that goes to make up the wearing apparel of a school boy.



Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass
and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

Glass Dealers — MONTREAL — 10 to 22 Inspector St.

Two Oil Rooms

Which Do You Prefer?

A Bowser Oil Room

The one, expensive, dirty, dangerous and inconvenient.

The other, the Bowser, paying for itself in actual saving — clean, perfectly safe and the most convenient possible to devise.

The contrast in appearance as shown here is no greater than the contrast the Bowser System of Oil Storage effects in expense protection and adaptability as compared with other arrangements.

Explained in Catalog V. Send for it.

Not a Bowser

S. F. Bowser & Co., Ltd.
66-68 Fraser Avenue
Toronto

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

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McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

WE Claim to give **all round** satisfaction to you and **your** customers.
BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET. ASK FOR THE BRAND.

Our Brands: **Black Diamond Tarred Felt** — **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 15, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 13¼
Hallett's	0 13

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates, 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing iron pipe size, 1 inch base..	-0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot............	16 00	16 50
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz............		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base............		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

No 10 gauge	2 70	2 70
12 gauge............	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60............	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16.-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. .... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	23 50
Middlesboro, No. 3 pig iron .	20 50	22 00
Summerlee, " ..	25 50	25 50
" soft " ..	24 00	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1		25 50
Midland, Londonderry and Hamilton		24 00
Deseronto No. 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron........	30 00	32 00
Lowmoor iron............		6 50
Angles		2 65
Common bar, per 100 lb......	2 15	2 30
Forged iron "	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel		2 30
Reeled machinery steel		3 00
Tire steel	2 35	2 50
Sheet cast steel......		0 12
Mining cast steel....		0 08
Warranted cast steel		0 14
Annealed cast steel....		0 15
High speed	0 60	0 65
B.P.L. tool steel	10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $36 50 $37 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	5 25	5 35
Bar, "	5 75	6 00
Sheets, 2½ lb. sq. ft., by roll ..	6 75	6 50
Sheets, 3 to 6 lb. "	6 50	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 50	7 75
Part casks............	7 75	8 00

ZINC SPELTER.

Foreign, per 100 lb	6 00	6 25
Domestic	6 50	6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 12
Light copper bottoms	0 11	0 11½
Heavy red brass....	0 11½	0 11
" yellow brass	0 08	0 09
Light brass	0 06	0 06
Tea lead	0 03½	0 03¾
Heavy lead............	0 03½	0 04
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	10 50
" 2 " "	6 00	5 50
Machinery cast scrap ...	17 00	16 00
Stove plate............	12 00	11 50
Malleable and steel	9 00	10 00
Old rubbers....	0 09	0 10

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 and 2½ p.c.
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 35	¼ inch........	3 20
⅜ "	2 35	⅜ "	3 20
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ " 7 65 to	9 25	1¼ " 9 90 to	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 60
2½ "	20 10	2½ "	26 00
3 "	26 75	3 "	34 00
3½ "	34 25	3½ "	42 75
4 "	39 00	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1¼ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 24
Wiping............	0 22	0 21

PAINTS, OILS AND GLASS.

[illegible]

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green conperas (green vitrol)........	0 01
Sugar of lead............	0 08
Lump olive............	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	8 11
French " "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.

Write for Trade Discount

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks		0 08
" " 100-lb. kegs		0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 55
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D. Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 20
Robertson's pure paints		1 20

PUTTY.

Bulk in bbls	1 60
bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 65
Fine orange	2 60
Medium orange	2 55

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 71	0 72
Linseed Oil, " raw	0 60	0 62
" " boiled	0 63	0 65

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	7 15
No. 1 Canadian	6 80
Munro's Select Flake White	7 65
Elephant and Decorators' Pure	7 65
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
" Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 40
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $3 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 30 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad" cotton		2 10
" Iron Clad" paper		2 15
" wood		2 2
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35	00
Stable pavers, 12"x8"x2", ex wharf	50	00
Stable pavers, 9"x4½"x3", ex wharf	36	00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
" " 5-in., "	7 00½
" " 6-in., "	6 75½
" " 8-in., "	6 50½
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Cheet hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.		0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	8 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		6 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 16	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 23	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill.......................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00
Berg's, each		0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.................. 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

		doz. pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in (100 ft)	....	3 25
" " 1½ x 3-16 in (100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	....	9 00
" " ½ "	"	....	10 00
" " ⅝ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch		$2 30
9-inch wheel, 12-inch		2 85
" " 14 "		3 [illegible]
" " 16 "		3 12½
High wheel, 12 "		4 05
" " 14 "		4 50
" " 16 "		4 75

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'............ 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over.......... 0 09¾
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..................... .... 0 13¾
Berg's, per lb.................... 0 12½
Brook's.......................... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50

Saw Vise.................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.
"C" brand, 57½ per cent. off list.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller, $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	4 00	3 55
3d	3 15	3 25
4 and 5d	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — **MONTREAL.**

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 4½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 80

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	
Eureka tinned steel, hooks	3 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.2 ; No. 15 $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 30c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging o. papering, 10c

FENCE STAPLES.

Bright ... 2 80 Galvanized .... 3?

HAY WIRE IN COILS.

No 13, $2.70: No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3 05 —No. 13, $3 15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized 1rt grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 70

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHESPINS

Cane's, 5 gross loose per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHBOARDS.

Cane's, per doz	1 10	3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2 hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1, $9; No. 2, $7.50; No. 3, $6.10.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in. "	35 00
Eze 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 55½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross	7 80
" "	9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 35
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 15
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	28 00
" under 40 lb., "		24 00
" 200 lb. and over "		36 00

THE "C" BRAND
HOT-FORGED SWEDISH STEEL
HORSE SHOE NAILS

They are hot-forged from a special quality of Swedish Charcoal Steel Nail Rods, no better material for horse nails is known or used in the world. The designs and proportions of our "C" brand "Oval" and "Countersunk" patterns, are the result of over forty years' experience with the requirements of horseshoers in Canada. The graduated taper, smooth finish and great strength and toughness of the blades, combined with their fine bevel points, enables them to be driven easily into the hardest hoofs without bending or splitting or breaking off under the heads.

COUNTERSUNK HEAD

They are very flexible in twisting or clinching. They will hold the shoes on firmly under the most severe strain in use, until they are required to be removed. The "C" brand horse nails, being hot-forged down from the rod, are superior in strength at the neck of the nail to those made by any "cold process" by which the heads are "upset" cold; this method crystalizes the material at the neck, and makes the nails liable to become brittle and break off more easily at that vital point. Every "C" nail is examined and warranted perfect and ready for immediate use. Your purchase money refunded if not satisfactory. We request every dealer in horse nails to send for a sample of our "Improved New Taper Countersunk" pattern, which will be furnished on application. WE think THEY are the "best in the world."

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MONTREAL

Established 1865

English Cutlery Cabinets

The best days for selling cabinets are close at hand. We have only a limited number of R620 left in stock, so better order immediately.

Cases are all union made (5-ply) and are guaranteed to stand any climate without warping.

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12 Dessert Forks
12 Dessert Knives
12 Dinner Knives
5 Piece Carving Set
53 Pieces

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Montreal

Factories Sheffield, Eng.

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TORONTO

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Hamilton Cotton Co., Hamilton,

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J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

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Kerr Engine Co., Walkerville, Ont.

Eavetroughs
McClary's, London, Ont.
Wheeler & Bain, Toronto

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Dominion Wire Mfg. Co., Montreal.
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope

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Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

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Enterprise Mfg. Co., Akron, Ohio

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Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

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McClary's, London, Ont.
Pease Foundry Co , Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

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Hobbs Mfg. Co., London
Consol dated Plate Glass Co., Toronto

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Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
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Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

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Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

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Erie Specialty Co., Erie, Pa.
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Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

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Ontario Lantern Co., Hamilton, Ont.
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Gibb, Alexander, Montreal.
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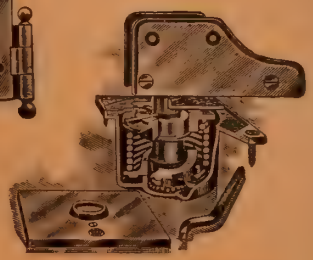

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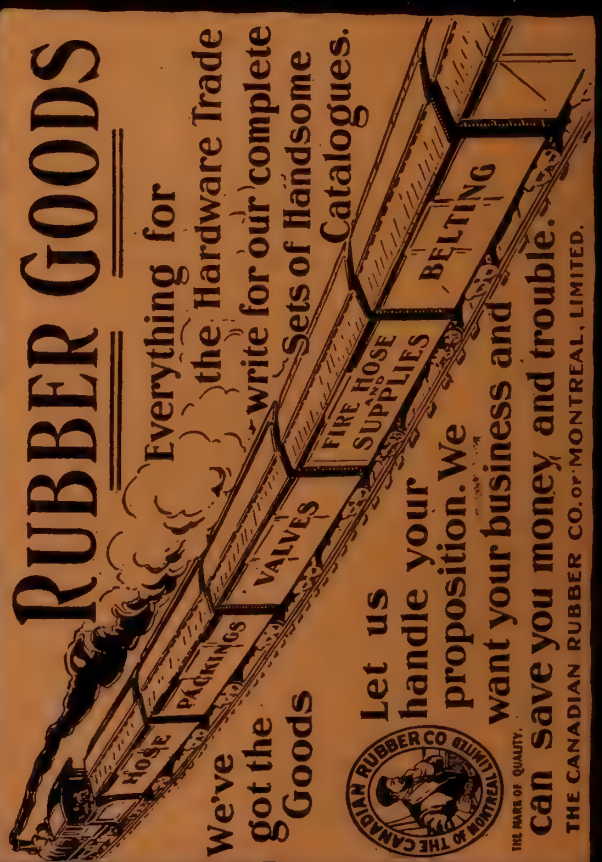

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We are doing an extensive business in high-grade Cutlery and Silverware. Our samples are of the best quality and the newest and most unique designs, and we are satisfied that with this class of Xmas stock your sales will be larger and profits greater than ever before.

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Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

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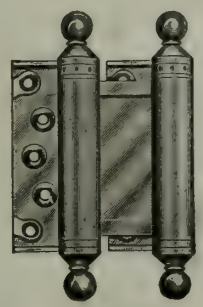

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TRADE CSB CO MARK

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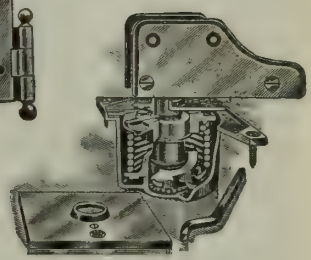

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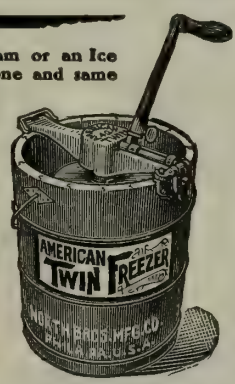
Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

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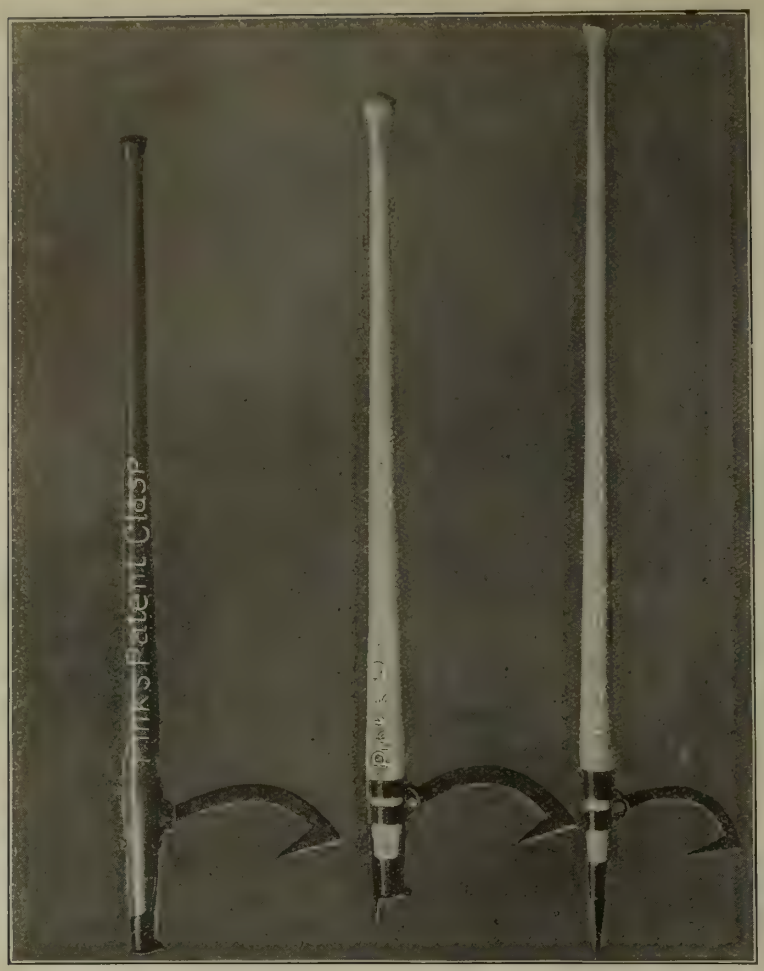

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RANGE QUALITY, DEAD FLAT, ORDINARY

Genuine Russia Iron

Zinc Spelter

Antimony

Pig Lead

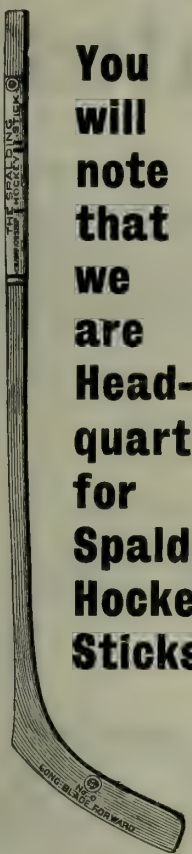
Ingot Tin

WE SOLICIT YOUR ENQUIRIES

M. & L. Samuel, Benjamin & Co.

Toronto, Ont., and London, Eng.

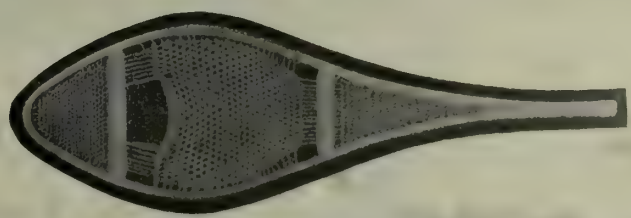
Retailer's Harvest Xmas Specials



You will note that we are Head-quarters for Spalding Hockey Sticks

HOCKEY PUCKS

Regulation and Juvenile

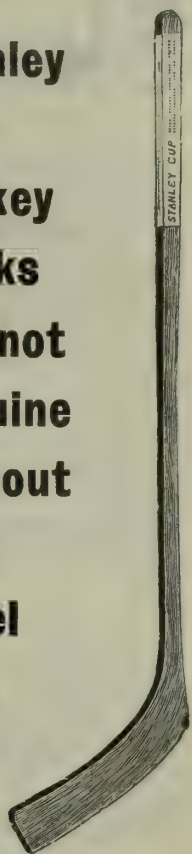


We carry a full stock of all sizes of

SNOW-SHOES

Genuine Indian make.

Stanley Cup Hockey Sticks are not Genuine without this Label



It will pay you to get a copy of our No. 36 Catalogue if you have not already got one.

ORDER NOW WHILE LINES ARE WELL ASSORTED.

Ankle Supports, Mens', Womens', and Children's Sizes.

Lines illustrated on this page tell their own story, they are seasonable goods and if you have not bought your supplies and want fuller information see our No. 36 Catalogue. Among other things this book illustrates 29 different patterns of Skates, assorted sizes, these include the best numbers of

BOKERS-STARR and UNION HARDWARE CO.'S

LEWIS BROS., Limited

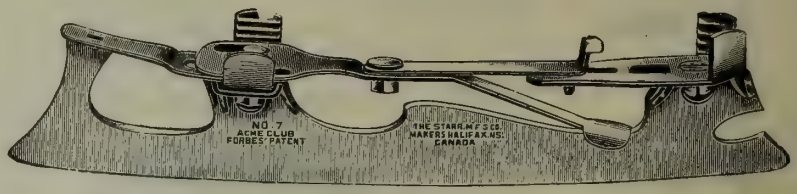
Montreal

OTTAWA
TORONTO

VANCOUVER
CALGARY

Skates! Skates! Skates!

Genuine Acme
Plain or Nickel Plated

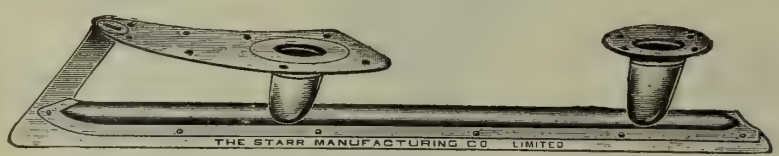


HOCKEY

Boys', Ladies' or Men's
Plain or Nickel Plated

MIC MAC

Standard and Feather-weight



STAR TUBE

All the high grade makes of **Hockey Skates** kept in stock.

WRITE FOR OUR COMPLETE LIST AND PRICES

Wood, Vallance & Co.

Hardware and Iron Merchants

HAMILTON - - ONTARIO

H. S. HOWLAND, SONS & CO. LIMITED

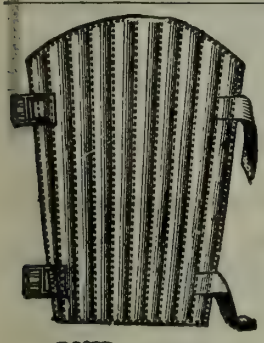
HARDWARE MERCHANTS

Only Wholesale

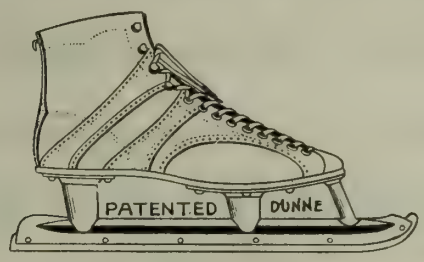
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

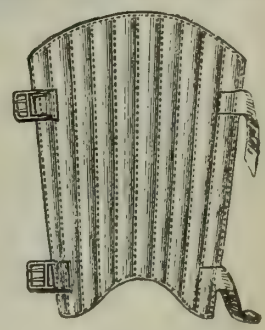
Sporting Goods



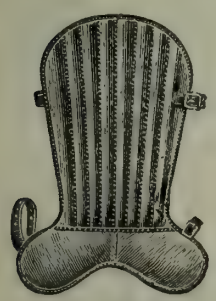
Shin Guards
No. 15.—7 x 10. Canvas.
No. 16.—7 x 9½. Leather.



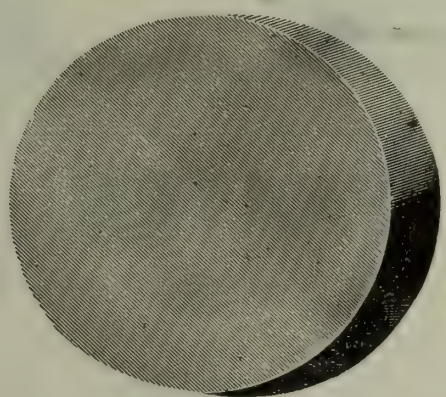
Dunne Tube Skate
Racing and Hockey.



Shin Guards
No. 18.—7½ x 12½. Leather.
No. 19.—7½ x 14. "



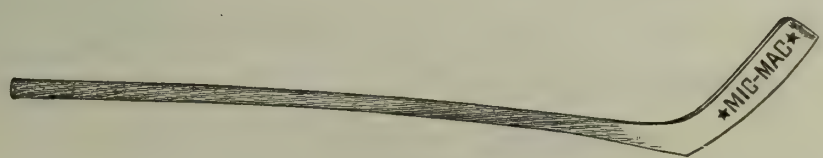
Shin Guards
No. 17.—6½ x 11½. Leather.
No. 20.—9¼ x 13. "
No. 21.—9¼ x 14½. "



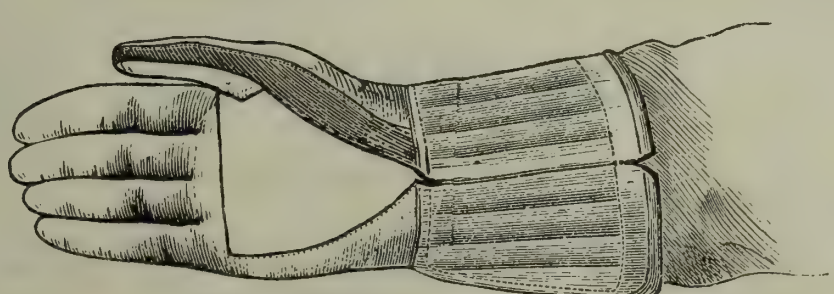
Hockey Pucks
Juvenile, Regulation and Special Soft.

Ankle Supports
Small, Medium, Large.

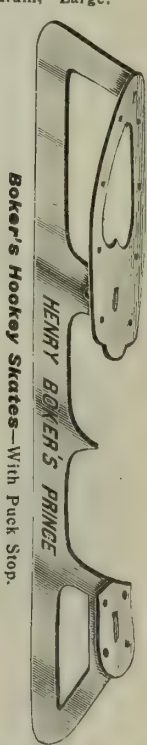
Boker's Hockey Skates



Hockey Sticks



Hockey or Lacrosse Gauntlets



Boker's Hockey Skates—With Puck Stop.

For fuller line of Skates, Pucks and Sticks see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

Our Prices are Right

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

We Ship Promptly

FROTHINGHAM & WORKMAN, LIMITED

Established 1809. **MONTREAL, CANADA.** **Incorporated 1904.**

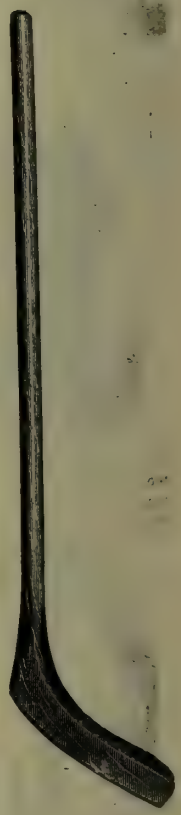
F. & W.

Importers, Manufacturers and Distributors of Hardware

F. & W.

SEASONABLE GOODS

No. 1414—"Beauty" Lady's Skate, size 8 to 10 in.



SKATES

Our stock includes only the best designs of German and Canadian makers.

These illustrations show only a small portion of our line. We endeavor to select only those that use has shown to be reliable. They are not expensive, and the price at which you can offer them opens up a large field. It puts these goods within reach of more people, and assures you a good profit.

See if anything is wanted before the last minute.

HOCKEY STICKS

HOCKEY PUCKS

SKATE STRAPS

ELECTRIC TAPE

SNOWSHOES

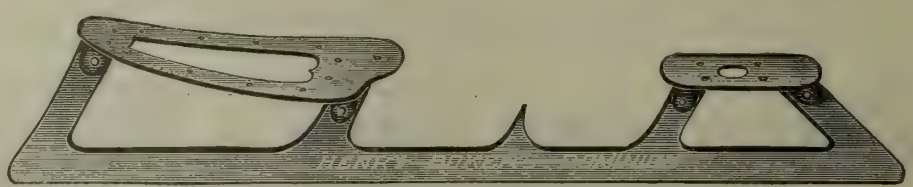
The popularity of snowshoeing as a sport is increasing, and hardwaremen should profit by it.

We offer a line which affords sufficient variety to meet the requirements of the different uses to which Snowshoes are generally put.

They are the product of expert Indian Makers.

No. 2 Men's Tramping

No. 26 Extra Shanty



No. 692 Dominion Hockey Skate, sizes 10 to 12 in.

QUOTATIONS CHEERFULLY GIVEN ON REQUEST.

Six sets. No. 100. Laundry Set

Consists of one Hood, two oval six-pound Cores, one 6½ pound Polishing Core and one Stand. Packed in a single-set box.

One set. No. 130. Laundry Set

Consists of one Hood complete, two oval six-pound Cores, one nine-pound Pressing Core and one Stand. Packed in a single-set box.

One set. No. 140. Laundry Set

Consists of one Hood complete, one six-pound oval Core, one Polishing Core, one Pressing Core and one Stand. Packed in a single-set box.

Six. No. 50. Flounce Iron

A four-pound Iron for ironing flounces, ruffles, etc. Wanted by every housewife who sees it.

Three. No. 40. Sleeve Iron

A three-pound Iron for light work. Adapted for places hard to get at with a large iron.

Three. No. 10. Tourist Iron

A 1½ pound Iron for very light work. Sold in large quantities as a toy. A great seller during the holidays.

Asbestos Sad Irons sell well in assortments.

The new No. 6 assortment contains only the most rapid sellers, and a large variety of selling helps.

These selling helps cost money, are artistic productions and will help you to make imposing window and counter displays. No sort of advertising is as profitable as your show window. Make the most of it and advertise profitable lines like **Asbestos Sad Irons.**

The prices charged for the irons in the assortment are the regular prices.

No extra charge is made for the advertising helps, which consist of six different collections of printed matter.

A profit of about 45% is guaranteed by the fixed retail prices at which **Asbestos Irons** sell. Have you many lines more profitable?

Be the first to order an assortment in your town and make use of the advertisement before your competitor.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses, MONTREAL

Warehouse at WINNIPEG, CANADA

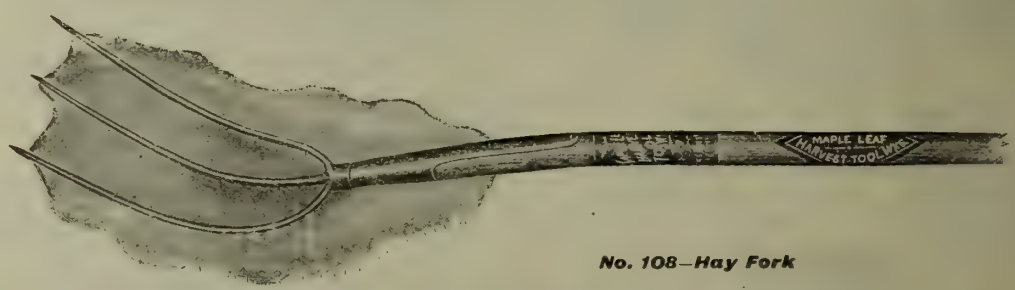
Showrooms, TORONTO, 77 York Street
OTTAWA, Holbrook Chambers
QUEBEC
FRASERVILLE

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

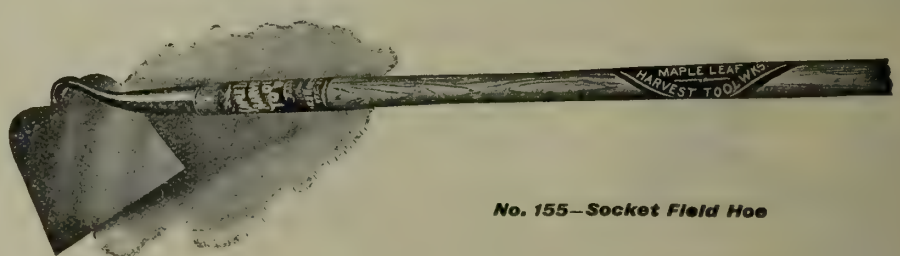
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork



No. 108—Hay Fork

No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

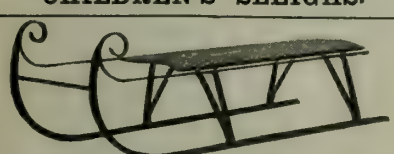
BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-819
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CHILDREN'S SLEIGHS.



Order now for Christmas. Strongest, lightest, most attractive sled on earth, ask your jobber or write JAMES & REID, PERTH, ONT. For Catalogue

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

THE COLLINS MFG. CO. TORONTO
"Buy the best," it is always the cheapest; we make the best Stove Pipe Thimbles, Registers, Air-tight Heating Stoves—Nestable, Drums, Cinder Sifter Shovels, Bread Toasters, Asbestos Mats, Safety Lanterns, Sprayers for Fruits, Vegetables and Disinfecting purposes. A post card will bring full particulars.

METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

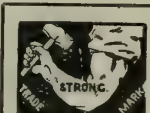
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works:
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

ENAMELLED COVERS ON ALL OUR GOODS

Buy...

ENAMELWARE

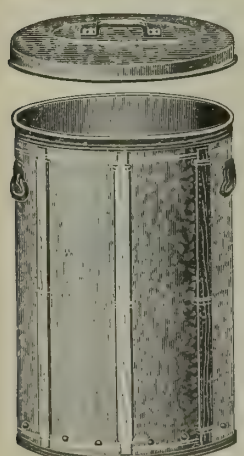
Manufactured by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.
TORONTO, ONT.

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling



Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

HARDWARE AND METAL WANT ADS

CAN

Switch You On The Right Track

If you have any proposition of interest to Hardware stove and tinware dealers, clerks, travellers and manufacturers, a want ad in Hardware and Metal will solve it for you.

Surely it is worth 25 or 50 cents to find some man in another city, or another province, who is looking for just such a proposition as you have to offer.

Don't wait for something to turn up, you have probably been waiting now a month, or it may be a year—A thing begun is half done. **We can Switch you to the man you are looking for, but you must take the first step.**

Are you an employer looking for employes, or a clerk, wishing to secure a position as traveller?

Have you an old counter or show case which you want to sell, in order that you may buy a new one?

Do you wish to sell your business or take in a partner with some ready cash?

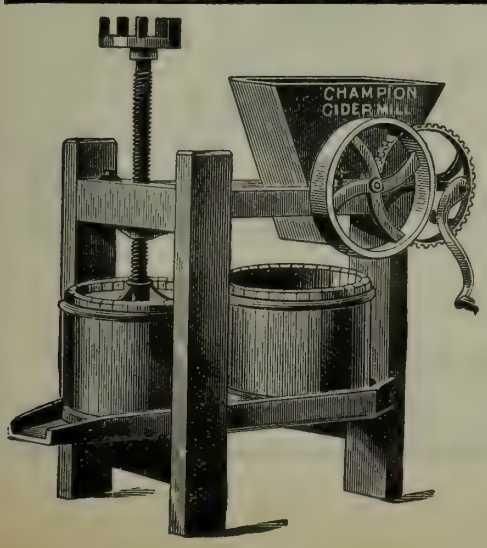
Have you a set of Tinners' Tools to sell, or would you like to purchase a second-hand set from some dealer?

Try a want ad in Hardware and Metal. The cost will be small.

2c. per word first insertion
1c. per word subsequent insertion
5c. additional, each insertion when box number is desired.

HARDWARE AND METAL

MONTREAL **TORONTO** **WINNIPEG**



Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

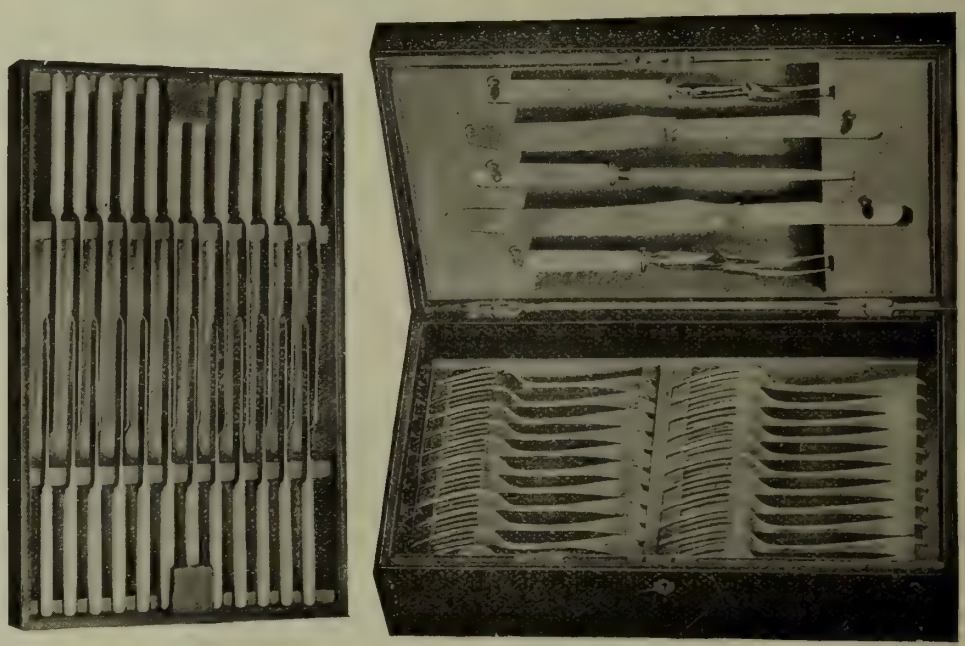
The London Foundry Co., - London, Ont.

English Cutlery Cabinets

The best days for selling cabinets are close at hand. We have only a limited number of R620 left in stock, so better order immediately.

Cases are all union made (5-ply) and are guaranteed to stand any climate without warping.

Fitted with "Round Quality" Cutlery and Flatware.



R620. Polished Oak Cabinet (Union 5-ply)

Contents:

12 Table Forks
12 Dessert Forks
12 Dessert Knives
12 Dinner Knives
5 Piece Carving Set
53 Pieces

Price complete

$40.00

List

John Round & Son, Limited

Manufacturing Cutlers and Silversmiths

Established 1847

Montreal

Factories Sheffield, Eng.

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.

Not How Cheap, but How GOOD

Banner Lamp Burners,
O, A, B and D sizes.
Canada Lamp Burners,
A and B sizes.
Security Lamp Burners,
A and B sizes.
Bing Glass Cone Lamp Burners,
A and B sizes.
Lantern Burners,
No. 1 and No. 2.

Every Burner carefully inspected before leaving the factory, and guaranteed perfect.

Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO. LIMITED
HAMILTON, ONT.

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.

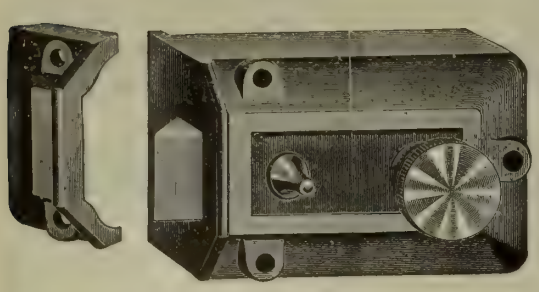
We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

Represented by **H. F. McINTOSH & CO.**
51 Yonge Street, Toronto, Ont.

Write for Catalogue.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

HARDWAREMEN

Do you want to save money on your stock-taking this year? If you do, write or 'phone us and we will tell you how one man can do the work of ten in counting light articles.

THE CANADIAN FAIRBANKS CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

A WIDE RANGE FOR PROFIT!

There is a big advantage in having a range of four sizes of such universally satisfactory articles as

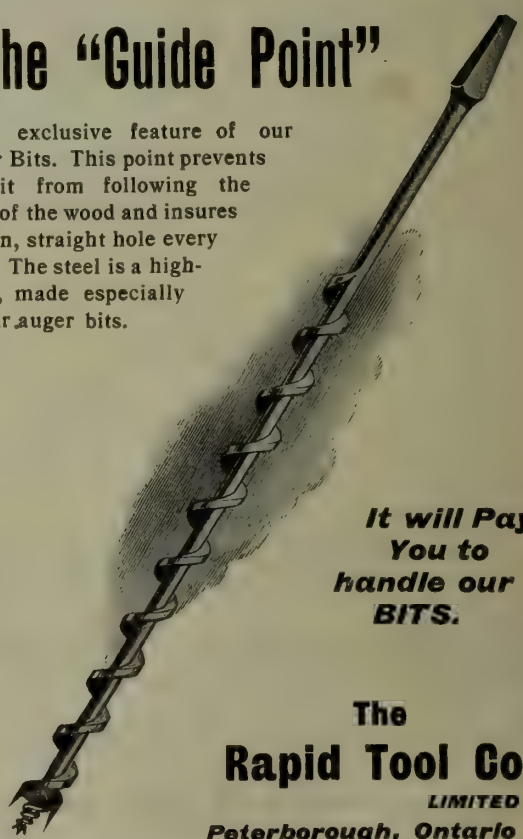
"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

Each size gives the most entire satisfaction, chopping any kind of food cleanly and quickly—the non-rustable steel knives sharpening themselves automatically. With four sizes you can cater to the wants of cottage and palatial hotel alike successfully.

Shirreff Mfg. Co., Ltd.
Brockville, - Ont.

The "Guide Point"

is an exclusive feature of our Auger Bits. This point prevents the bit from following the grain of the wood and insures a clean, straight hole every time. The steel is a high-grade, made especially for our auger bits.



It will Pay You to handle our BITS.

The Rapid Tool Co.
LIMITED
Peterborough, Ontario

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

All Things Being Equal Why Not Patronize Home Industry?

Some reasons why you should specify for and insist upon getting

DOMINION WIRE MANUFACTURING CO.'S

BARBED WIRE

Our prices are right.

We GUARANTEE the QUALITY of our wire to be equal to the BEST.

When the Barb Wire Season opens up we will be in a position to make PROMPT SHIPMENTS.

When sending in your order for Barbed Wire do not overlook the necessary quantity of STAPLES.

TRADE MARK

FOR PLATE

Immediate Shipment

If you are in pressing need of WHITE NICKEL or PLATED FLAT WARE, we can make immediate shipments from a special consignment now on hand of

"Alaska" and "Singalese"
Pure White Nickel Spoons and Forks.

Hutton's "H. & S. A1"
Cross Arrow Brand Spoons and Forks.

If your jobber has none of these goods, let us know and we will supply you through him.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK

FOR CUTLERY

"Imperial"

There are **four** things about this pump worth noticing.

1st.—It is anti-freezing, having a long set length, and three way pipe being at the bottom of set length.

2nd.—It is furnished with an inch plunger tube, with three plunger buckets instead of stuffing box.

3rd.—The three-way lever is on top of the spout and always handy for use.

4th.—It is rigid and solid in every way.

Write for Catalogue of Pumps and Scales. We have a full line. Also Elevators, Trucks, etc.

The Aylmer Iron Works Co.

LIMITED

AYLMER, - - ONT.

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS

THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is warranted.

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.
Fultonville
New York

This Trade Mark guarantees Satisfaction

THE DIFFERENCE

between an ordinary fence and a

"Dillon" Hinge-Stay Field Fence

is shown in this picture. Observe how the man's weight acts on the "**hinged stays**," causing the fence to fold up while the weight is there. Take off the weight and the fence springs back.

THE "DILLON" NEVER SAGS

THE OWEN SOUND WIRE FENCE CO., Limited

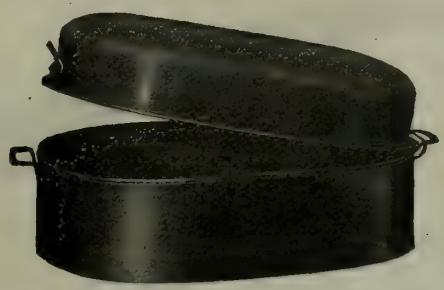
OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

SAVORY SEAMLESS ROASTERS

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless without a corner or an angle or a groove or a corrugation or a seam or a fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE (11¼ x 17¼ x 8¼ inches)

List Price, per doz.

No. 200 Finest Siemens-Martin Blued Steel, $16.00
Made in Pearl Ware only..... 40.00

Case Lots.....½ Dozen.

HOTEL SIZE (13 x 19 x 10 inches)

List Price per doz.

No. 400 Finest Siemens-Martin Blued Steel, $28.00

Case Lots.....¼ Dozen.

THE KEMP MANUFACTURING CO.

COR. GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., MONTREAL, QUE.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

H&R GUNS AND REVOLVERS

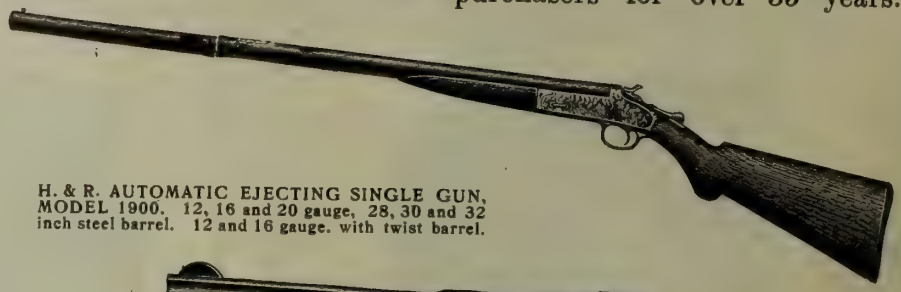
are profitable articles for you to handle, Mr. Dealer, because of the absolute satisfaction they have given to discriminating purchasers for over 35 years.

We are constantly impressing upon the mind of the public—your customers — the superiority of H. & R. Guns and Revolvers; the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

The great care and watchfulness exercised in the various processes of manufacture have gained the confidence of the public, which simply means an increased demand and larger profits to you.

Our Catalog tells about our full line and gives valuable selling points.

Write for it.



H. & R. AUTOMATIC EJECTING SINGLE GUN, MODEL 1900. 12, 16 and 20 gauge, 28, 30 and 32 inch steel barrel. 12 and 16 gauge, with twist barrel.

H. & R. HAMMERLESS in 32 and 38 calibres, five shot, with independent cylinder stop and automatic ejector. Weight of 32 calibre 3-inch barrel, 13 ounces; 38 calibre, 3¼-inch barrel, 17 ounces. Also made with 4, 5 and 6 inch barrels. Finished in nickel or blue.

H&R ARMS CO.

HARRINGTON & RICHARDSON ARMS CO.

415 PARK AVE., WORCESTER, MASS., U S.A.

Names Which Mean Money

"What's in a name?" asked some skin-clad gentleman of the Stone Age. If he was alive now he would realize that there is a ***heap of money*** in some names. In the line of ***brooms, brushes*** and ***woodenware,*** for instance, the names

"BOECKH"

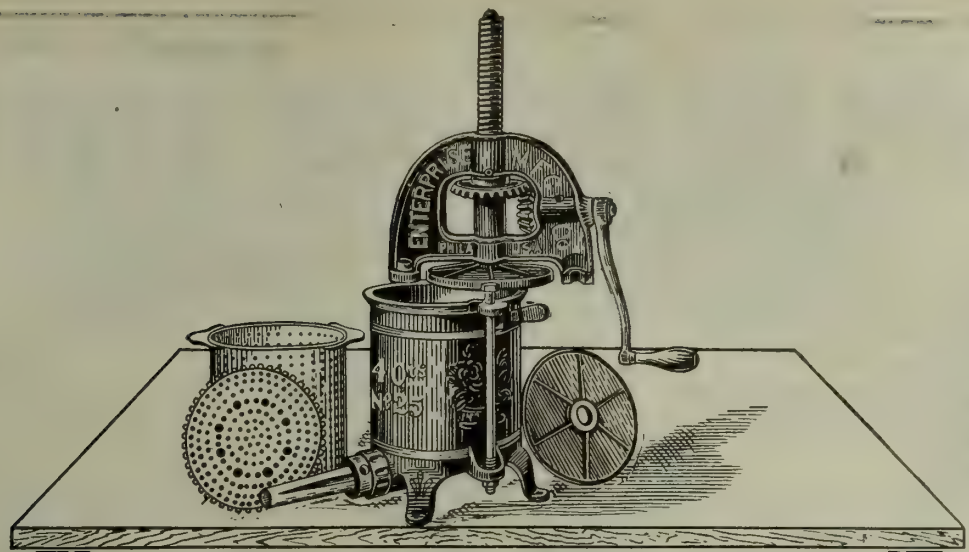
and

"CANE"

command the respect of every ***pushful, profit-filing hardwareman*** and ***grocer.*** When your jobber sends you any brushes or brooms, see that they are "BOECKH'S." When he sends you any pails or tubs, see that they bear the name of "CANE." ***These Names are Guarantees of Excellence.***

UNITED FACTORIES, LIMITED

TORONTO : CANADA



The great secret of successful enterprise is to prepare in time to push the *right thing* at the *right time.* Just *now* get ready for selling the famous **Sausage Stuffer and Lard Press** marked:—

"ENTERPRISE"

You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.
New York, 21 Murray St. **San Francisco, 438 Market St.**

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Sorting the Scrap

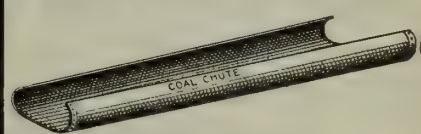
Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

London Rolling Mills
London, Canada.

STEEL GOODS



Coal Chute made of heavy Sheet Steel—strong—handy—natty—any size—any length 8 feet length is standard. A great necessity these coal-days; also splendid for running roots or vegetables into cellars. Get our free catalogue of Feed Cookers, Feed Barrows, Steel Tanks and Steel Cheese Vats. Write us.

The STEEL TROUGH and MACHINE CO.
LIMITED
TWEED, ONT.

Covert New Patent Breast Chain

Just what every teamster is looking for.

Adjustable to any length.

Harness Snaps, Chains, Wagon Jacks, Rope Halters, etc.

Sold by all leading Jobbers.

Sizes 28, 32, 36, 40, 44 and 48 inches.

Manufactured by

COVERT MFG. CO., - TROY, N.Y.

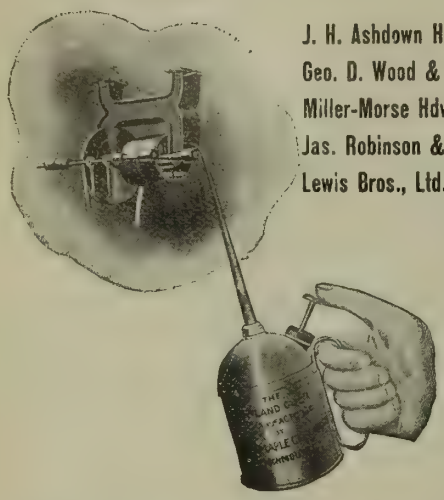
BASS AND TROUT FLIES

$1.10 per hundred, postage included.
ORDER NOW FOR SPRING
JOHN NORMAN, 4502 Ste. Catherine St., WESTMOUNT, QUE.

The Howland Pump Oiler

FOR SALE BY

J. H. Ashdown Hdw. Co., Winnipeg
Geo. D. Wood & Co., "
Miller-Morse Hdw. Co., "
Jas. Robinson & Co., "
Lewis Bros., Ltd., Montreal



A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

AXE HANDLES

of clean, tough hickory are the safest and most profitable line for you to handle. Our experience in handle manufacturing enables us to turn out goods that are mutually profitable to the retail trade and ourselves, and which give the highest satisfaction to the user.

Write for lists and discounts!

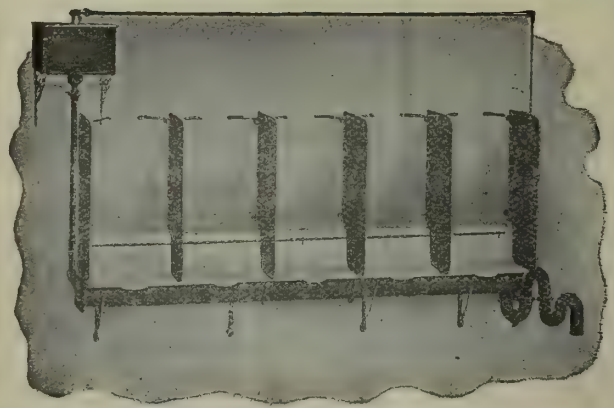
J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

Dealers in Plumbing Equipment Have a Practical Guarantee

of larger profits and greater satisfaction in handling

Standard Ideal Cast Iron Porcelain Enameled Ware



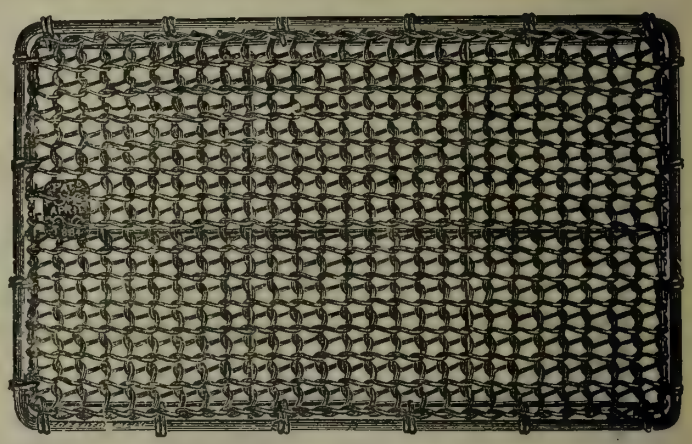
Made in Canada from designs calculated to meet every requirement of the trade. It is a ware that gives perfect satisfaction wherever installed.

The Standard Ideal Co., Ltd.

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO
123 West Craig Street, MONTREAL, and 156 Lombard Street WINNIPEG

WIRE DOOR MATS



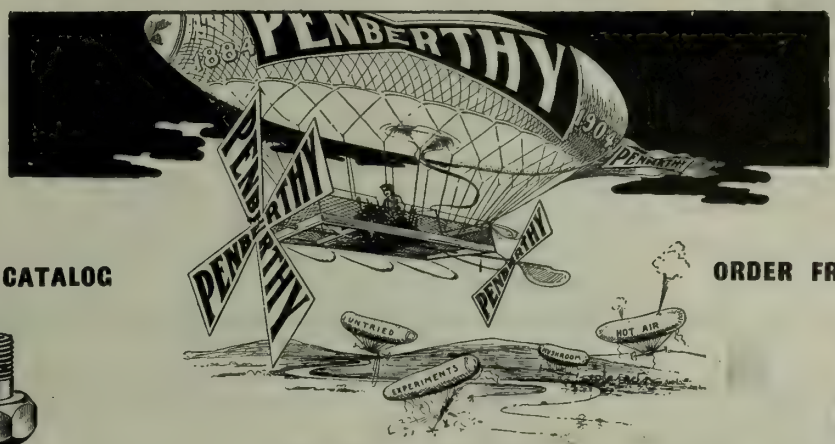
The cleanest, most durable and perfect sanitary Mat made.
Has been on the market for over 20 years.
All sizes and shapes made to order.
For stock sizes, see catalogue.

The B. GREENING WIRE CO. LIMITED

Hamilton, Ont. Montreal, Que.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Every Hardware Dealer Should Stock Our Lines



WRITE FOR CATALOG

ORDER FROM YOUR JOBBER

Automatic Injector

"ABOVE ALL OTHERS"

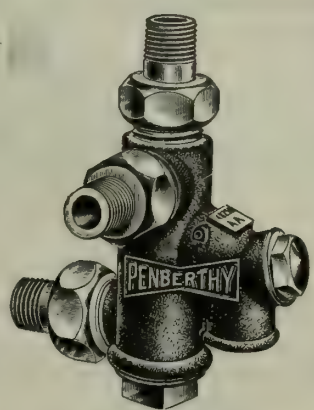
In any event get the genuine

They Always Work

Manufactured by

Penberthy Injector Co., Limited

WINDSOR - - - ONTARIO



Automatic Injector

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

DO YOU WANT FOREIGN TRADE?

The American Exporter is the recognized medium for Canadian and American Manufacturers to increase their sales abroad

It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

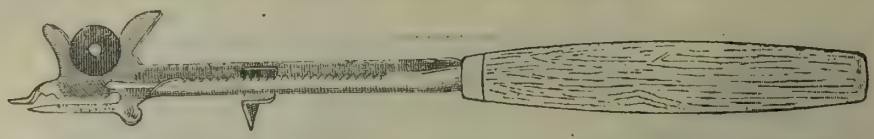
N.B. Our sixth foreign trade tour, this time to Cuba, starts November 1st.

AMERICAN EXPORTER

135 William Street, New York

BOSTON PHILADELPHIA CLEVELAND CHICAGO

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL

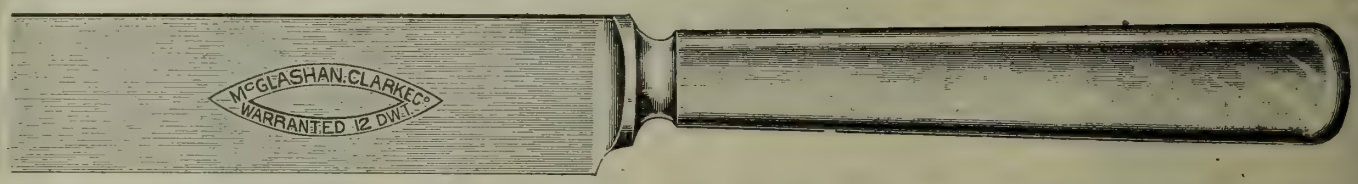


Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Peels and Slices Fish. Sharpens Knives, etc.
Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.



We Want You to write to us about our line of high-grade Cutlery, Plated Ware and Nickel Silver Flatware. It is a most satisfactory and saleable line; every article being sound metal all the way through, and elegantly finished by the hand burnishing process.

THE McCLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

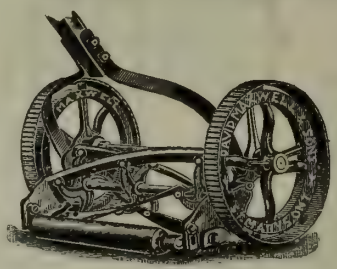
OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

ARE THESE IN YOUR STORE?

Favorite Churn

It lightens the woman's work and makes her your lasting friend.

Maxwell Lawn Mower



Cuts well,
Looks well,
Lasts well
and
Sells well.

David Maxwell & Sons, St. Mary's, Ont.

PURITAN
REACTING WASHING MACHINE.

ROLLER BEARING RUNS EASY.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO

DON'T WHINE!

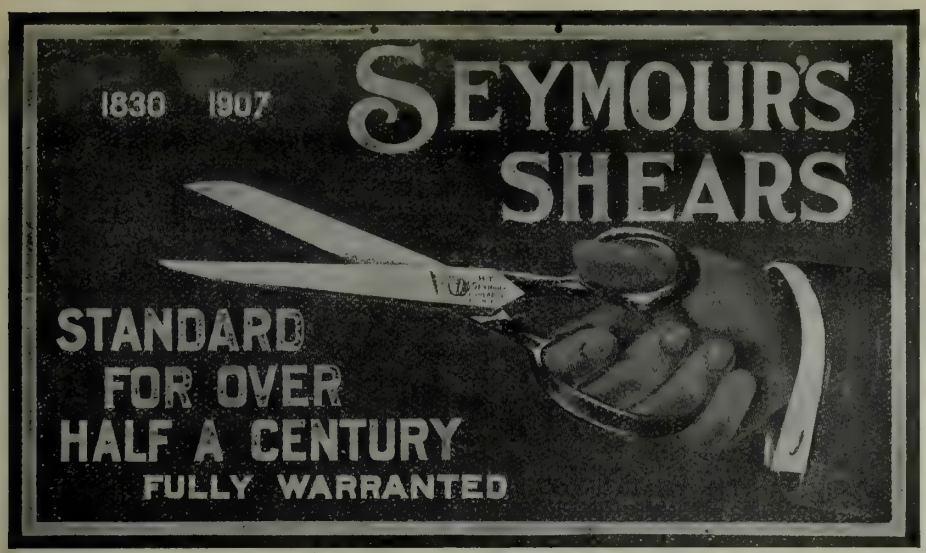
When Collections are Slow

Send them to

The Beardwood Agency

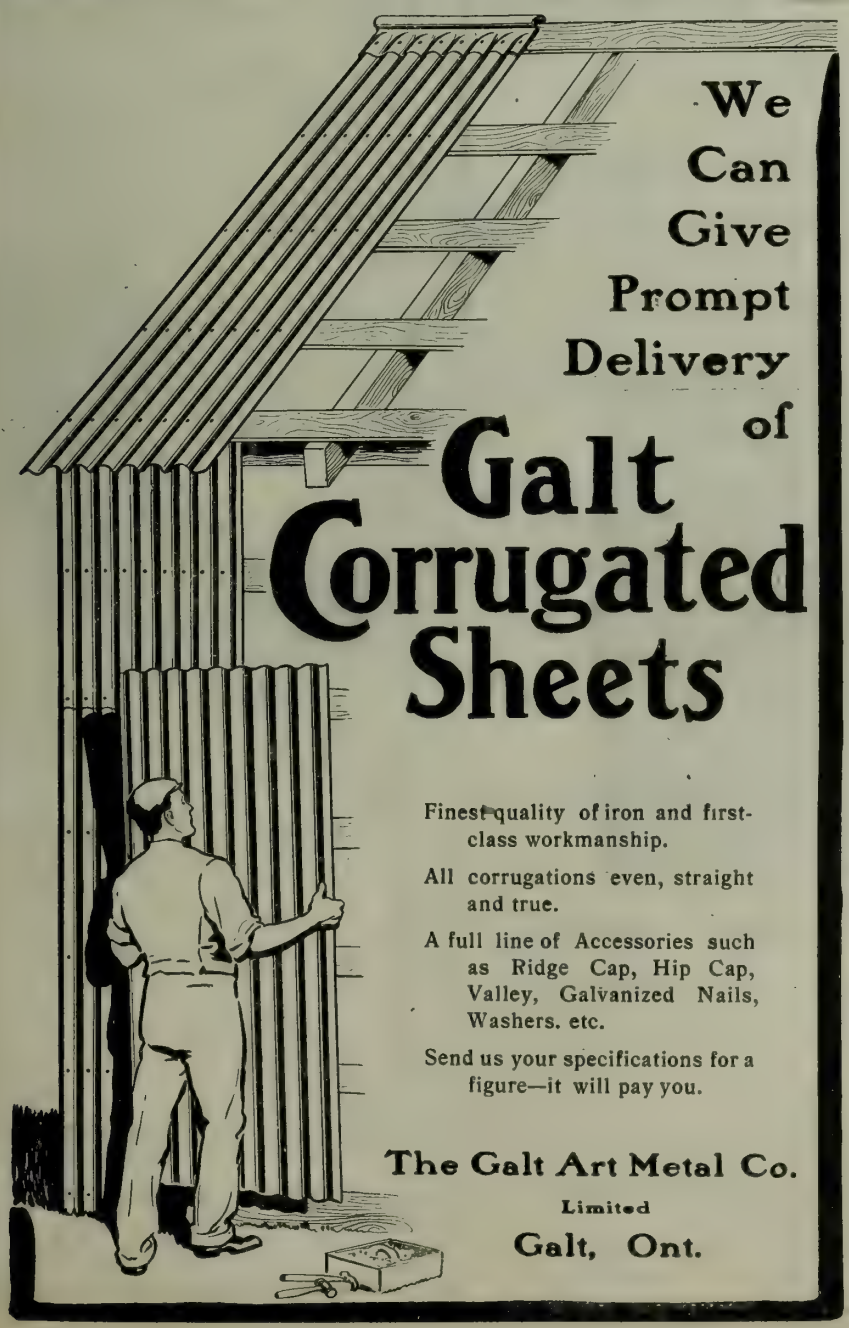
313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU



Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY. WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK



We Can Give Prompt Delivery of

Galt Corrugated Sheets

Finest quality of iron and first-class workmanship.

All corrugations even, straight and true.

A full line of Accessories such as Ridge Cap, Hip Cap, Valley, Galvanized Nails, Washers. etc.

Send us your specifications for a figure—it will pay you.

The Galt Art Metal Co.
Limited
Galt, Ont.

Incandescent Petroleum Gas Light

Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

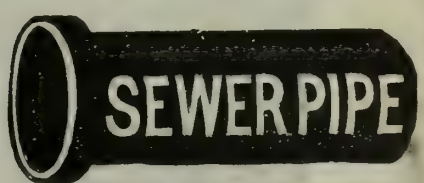
Connections with first-class firms in this branch wanted everywhere.

Write for Prospectus.

A. WILLANDER,
STOCKHOLM, SWEDEN

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

Jardine Hand Drills

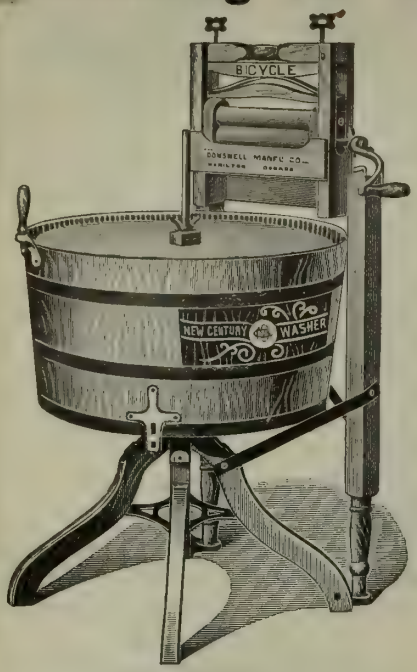
New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The DOWSWELL MANUFACTURING CO., Ltd.
Hamilton, Ont.
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

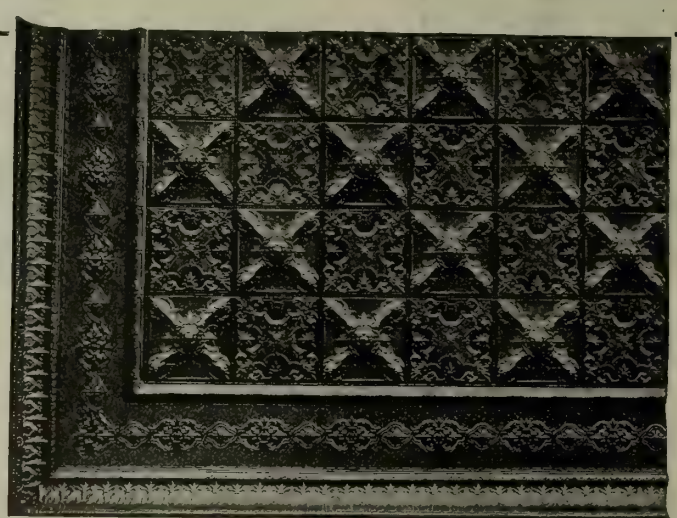
PLAIN ROUND.
CORRUGATED.

For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

LOUIS XIV



Design No. 4711

The Beauty of Our "Classified" Ceilings

is due to the fact that every detail is specially designed with a view to harmony. They give a pleasing decorative effect that users never tire of. And they are positively the easiest ceilings on the market, to erect.

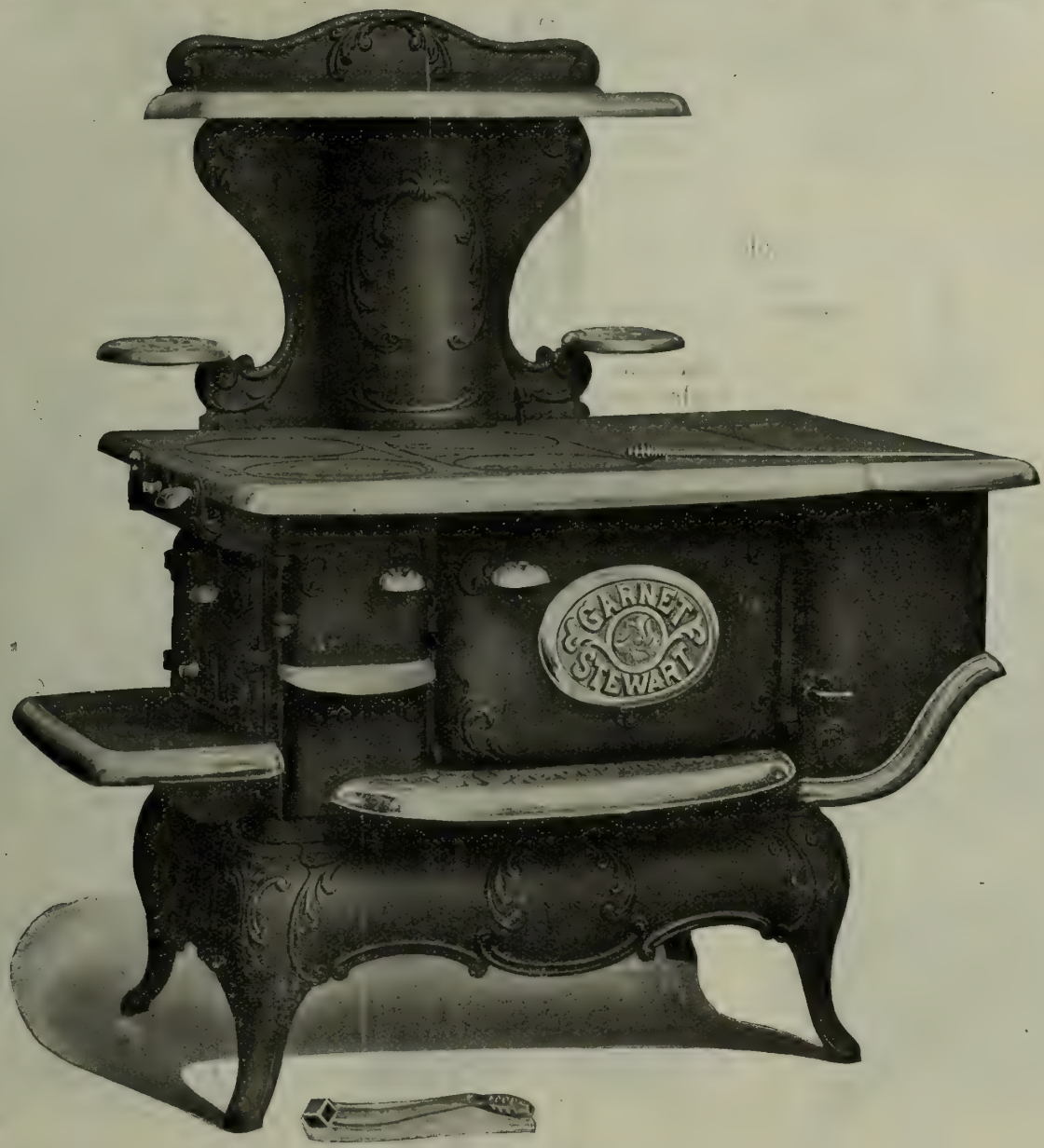
"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited
Montreal PRESTON Toronto

SALES AGENCIES:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG — Ellis & Grogan, CALGARY — Wm. N. O'Neill & Co., VANCOUVER

"Good Cheer" Ranges



THE "GARNET"

Just the range to immediately catch the eye of the housekeeper. Entire absence of that heavy ornamentation usually found on cast ranges. Nice smooth castings, so easy to keep bright and clean, and the nickel parts all removable for burnishing or when the range is being used on washday, etc. Fine square oven 18 x 18 x 11. Firebox is a model one, with all cast linings, including our long-lasting coal back. Duplex grates are removable without disturbing linings or waterfront.

It is a splendid operator and will be found just right in every way.

The JAMES STEWART MFG. CO., LIMITED

Western Warehouse:
Foot of James St., WINNIPEG, MAN.

WOODSTOCK, ONT.

ONTARIO DEALERS

LOOK AT THESE PRICES

"Wonder" Oak

Wonder Oak with Plain Front Door

NUMBER	SIZE OF FIRE-POT	PRICE
13	12 inches	$7.75
15	14 "	9.25

"Oak Idea" Heater

The handsomest Oak Stove sold in Canada

Oak Idea with Nickel Base Skirting

NUMBER	SIZE OF FIRE-POT	PRICE
545 on legs	13 inches	$ 11.50
565 on legs	15 "	13.50
545 nickel base	13 "	12.50
565 nickel base	15 "	14.50

"Wonder" Oak

Wonder Oak with Mica Front Door

NUMBER	SIZE OF FIRE-POT	PRICE
115	14 inches	$9.50

Magazines supplied for all sizes (except No. 13), 75 cents extra.

No more handsome or better Oaks made in Canada. Beautifully nickeled. Perfectly fitted.

Get the agency for your town and secure the business.

Guelph Stove Co., Limited

GUELPH, - ONTARIO

AN OXFORD OAK

with a price card on it will sell easier than any other twelve dollar article. These are the days for heating stove business.

You can talk convincingly about the **Nickel Reflector Door** and the **Mica Openings in the Fire Door.** The Oxford Oak is different from anything your opposition has.

Write on a post card

"Send me a 120 Oxford Oak"

If you are an Ontario dealer it will only cost you $8.53.

The

Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver

Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta. and EDMONTON, Alta.

Asbestos Stove Lining

is the modern improvement on old-fashioned fire brick. It is a perfect fire-proof lining for every kind and size of stove, range, heater, furnace or grate. Our

ASBESTOS FIRE-PROOF FURNACE CEMENT

is the most efficient cement for stove and furnace mounting and repairing ever put on any market. It adheres instantly and permanently to the castings. It is absolutely fire-proof, and chemicals have no effect upon it. Can be applied by anyone, and

THERE IS MONEY FOR YOU IN THEM

Benjamin Moore & Co., Limited

(Formerly The Francis-Frost Co., Limited)

New Offices and Works: Toronto Junction, Canada

New York, Chicago, Cleveland, Carteret, N. J.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

STERLING	JUBILEE
JEWEL	KLONDIKE
ROYAL	GREAT WEST

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company

Limited

Port Elgin, Ontario

"Flooded With Brilliant Light"

may be a hackneyed phrase, but it none the less perfectly describes what happens to a gloomy store when

MAXIMUM LIGHT GLASS

is installed. What is it? Why nothing more or less than a new prismatic principle applied to window glass! MAXIMUM Light Glass is as far ahead of the ordinary prism light as the electric bulb is to the "tallow dip" of a bygone age. It catches daylight from the open sky at any angle, and diffuses a strong—but unglaring—light evenly over the whole interior—even the farthest corners—of an otherwise gloomy room. Your store may be a gloomy place now; but it needn't be. Why not send for our catalogue? It will only cost you a two cent stamp.

The Hobbs Manufacturing Co. Ltd.

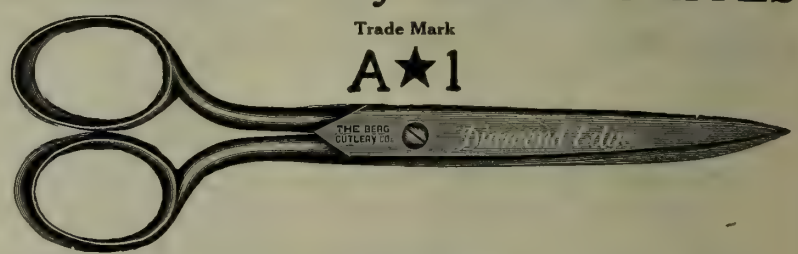
LONDON TORONTO WINNIPEG

DIAMOND-EDGE SCISSORS are to-day the FAVORITES of the market.

BECAUSE:

1st. Their quality cannot be surpassed, for it is the very best.
2nd. They have a superior finish.
3rd. They are of e xcellent workmanship.

Every pair of them is guaranteed, but you will not get any complaints for the goods of The R. Berg Cutlery Co. have made a name for themselves as being A1 in every respect.



TRY OUR SHOW-CASE PROPOSITION, IT IS A BIG SUCCESS

DETAILS FROM YOUR JOBBER OR

F. W. LAMPLOUGH & CO., 9 De Bresoles Street, **MONTREAL**

Young Man! Do You Want to Make a Profitable Change?

"A rolling stone gathers no moss," but it acquires a shine that enhances its value—where it has value to begin with.

Knowledge wins our business. Knowledge is the result of intelligent experience. To gain enough experience to make one's services valuable, it is necessary to make a change occasionally. But take no chances. State what sort of position you desire in the want columns of Hardware and Metal, and you are practically assured of a profitable change.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion and 1c. per word for subsequent insertion. Box numbers 5c. extra. Write or phone our nearest office.

HARDWARE and METAL, Toronto, Montreal, Winnipeg

Henry Boker's **"Hockey King"** "Arrow" Brand

Full Nickel Plated

Montreal Pattern

Extra Fine Quality Tool Steel Runners, Narrow and Well Tempered.

PERPENDICULAR SUPPORT.
VERY LIGHT AND NEAT.

For Sale By Leading Wholesale Hardware Houses.

THE "JAXON" LAMP BRACKET

Patented July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is moveable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

JAXON BRACKETS and reflectors, with founts, $1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - - HAMILTON

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills
LIMITED

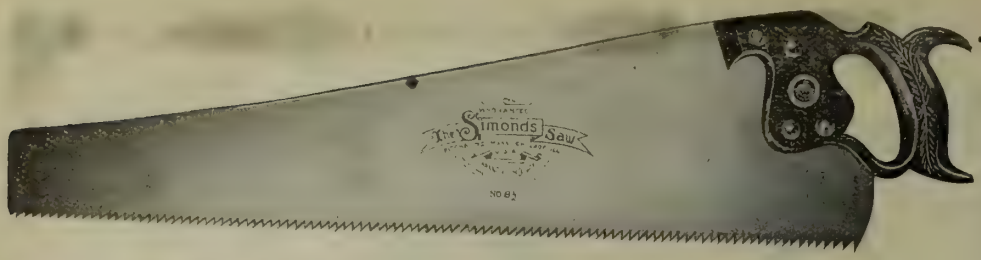
BELLEVILLE, ONT.

HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES' COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS

Some of the inducements for dealers to handle our goods are—

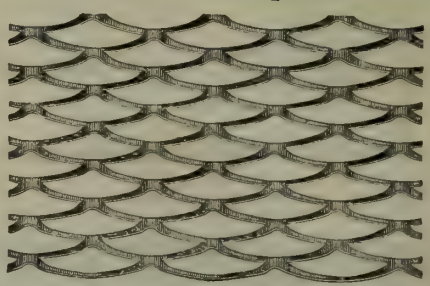
The EXTENSIVE and HANDSOME lines.

The name "Sanderson-Harold" guaranteeing QUALITY and SATISFACTION.

SANDERSON-HAROLD CO.
LIMITED

PARIS, - - - - ONTARIO

"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable.

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.

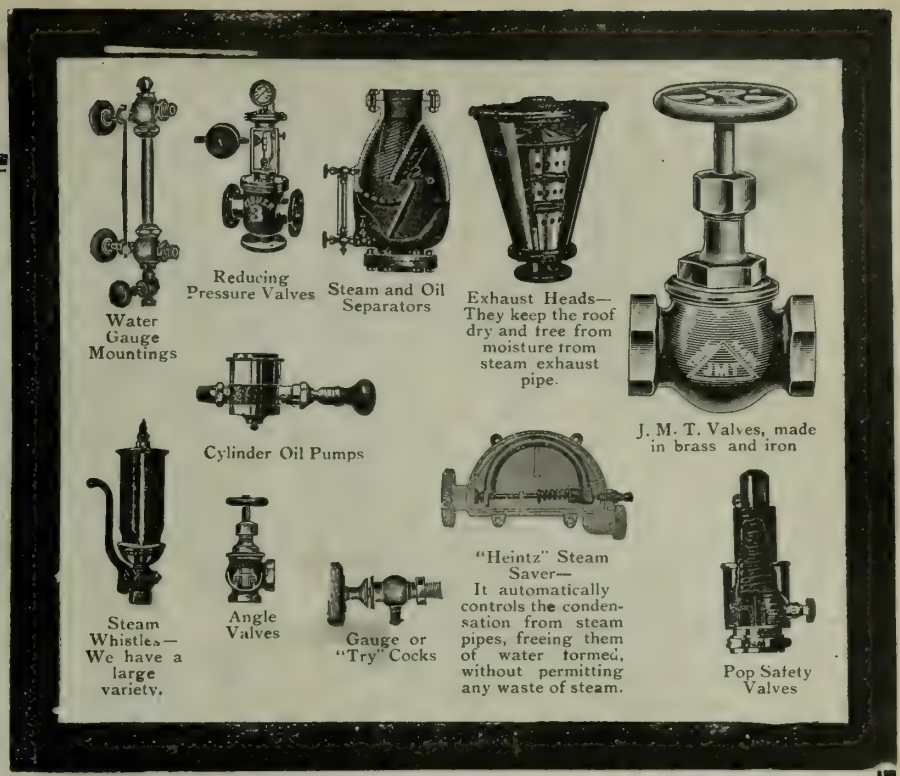
or Dunn Bros., Winnipeg, Man. and Regina, Sask.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Supplies for Steam Plant Installations

We make the largest variety of RELIABLE Steam Supplies. Goods built for durability and efficiency.

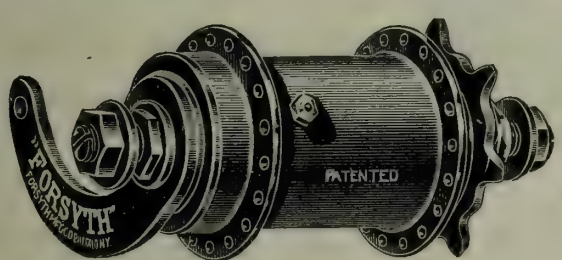
The kind that give lasting satisfaction to seller and user.



—It's economy to use the best grade steam goods—

The Jas. Morrison Brass Mfg. Co., Limited 93-97 Adelaide St. West TORONTO

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

SUPPLIED THROUGH ALL JOBBERS ONLY

A GENUINE GUARANTEE!

We know that our cement deserves its place at the head of all other brands. Therefore we guarantee that every pound of

Sterne's Asbestos Stove and Furnace Cement

is more durable, more economical and has greater heat-resisting power than any other cement on the market.

G. F. STERNE & SONS, BRANTFORD, ONT.

Please the Plumber

by selling him

"DIAMOND" BRAND FITTINGS

The perfect threading, the high-grade material, the smooth and elegant finish, make them the most easily saleable and permanently satisfactory fittings on the market.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

The Finest Family Polish on the Market

Black Jack

At Your Jobbers'

You handle Hardware, possibly, in connection with your groceries and general stocks. You want to be posted on all lines. There is

NO PAPER IN CANADA

that gives more thorough and valuable pointers to General Storekeepers than

The Canadian Grocer

It is issued every week. Costs only $2.00 per year. Send for sample copy.

THE CANADIAN GROCER
Montreal Toronto

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

THE MOST LIGHT FOR THE LEAST MONEY

C. G. E. Incandescent Lamps

Long Life ***Efficiency*** ***Reliability***

Write for prices and quantity discounts.

Canadian General Electric Co., Limited

Head Office, - - Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

INCANDESCENT

LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES

Cor. St. Sulpice and Commissioners Sts.

Montreal, P.Q.

Invaluable to the Ad-writer

THE CANADIAN PRINTER AND PUBLISHER is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads. to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

THE CANADIAN PRINTER AND PUBLISHER,
Montreal Toronto Winnipeg

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

KNOWLEDGE IS POWER

THE SUCCESSFUL MERCHANT is the man who takes an interest in life outside his business. He is the man who is capable of applying general knowledge, whether gained from reading or otherwise, to his business.

How is the average merchant to acquire a general knowledge of affairs. He has not the time necessary to search all the various magazines and periodicals for what interests him. There is a method by which he can procure the interesting, timely and instructive articles appearing in every publication, both on this side of the Atlantic and the other. The Editorial Department of

THE BUSY MAN'S MAGAZINE

carefully ransacks these hundreds of publications, and culls the **choicest** and the **best** appearing in each of them. The readers of the Busy Man's get the Cream of Hundreds for the price of one. Every article is **select.**
This many-in-one magazine will cost you only $2 per year, if you are a subscriber to Hardware and Metal, $1.50. You cannot afford to do without it.

Have your subscription commence with our Christmas number, which will be off the press in a few days.

Write us to-day.

THE BUSY MAN'S MAGAZINE
TORONTO

Announcement

We take pleasure in advising the hardware trade that we have been appointed selling agents for the

Belleville Horse Shoes

Manufactured by the Toronto and Belleville Rolling Mills, Ltd., of Belleville, Ont.

We believe these horse shoes to be the best on the market, and this belief is confirmed by the opinion of many leading horseshoers. We predict a steady, and constantly increasing demand for **BELLEVILLE HORSE SHOES.** The ample facilities of the Toronto and Belleville Rolling Mills, combined with the wide experience of their Managing Director, Mr. P. J. Smith, in the manufacture of horse shoes, are factors which make for the production of the **very best article.** The selling organization of this Company will endeavor to market **BELLEVILLE HORSE SHOES** in a manner which will be acceptable to all sections of the hardware trade, and our motto will be

"How GOOD?" not "How CHEAP?"

We thank you for past favors, and trust, by the uniform excellence of our lines and the quality of our service, to merit your continued patronage.

The Capewell Horse Nail Co.

Toronto **Winnipeg** **Vancouver**

Capewell Horse Nails and Belleville Horse Shoes Form an Invincible Combination.

New Western Freight Rates

Winnipeg Jobbers Objecting Strenuously to New Freight Tariff—Claim it will Force Them to Give up the Kootenay Trade—Hardware Jobbers Hit Hardest—Also Hits Fruit Trade Hard.

One of the features of the week has been the publishing of the first draft of the proposed new freight tariff for the west.

New freight tariffs are apt to be disturbing elements at any time, but a freight tariff that increases rates at a time when there is a general tendency to reduction, both of freight and passenger rates on American roads, has practically raised an insurrection.

The railways claim that what they have done has been done at the request of the Tariff Commission, but any stick will do to beat a dog with. The fact of the matter is that when the Railway Commission sat in the west, the Vancouver merchants made a most vigorous kick because the Winnipeg wholesalers had an advantage over them in the famous commodity tariff into the Kootenay. There appeared to be discrimination, and the Railway Commission ordered that discrimination be done away. The railway company has accomplished this by doing away with the commodity rate altogether and putting the tariff on a mileage basis, which not only throws the advantage to Vancouver, but also places the eastern wholesaler in a better position than the Winnipeg jobbers, who, by the way, were the men who had enterprise enough to go in and build up the Kootenay trade, when neither Vancouver or the east were ready or willing to touch it.

In addition to this the rates in Manitoba have been very sharply advanced, and while it is not known just what the through rates will be, the little information that has come to hand indicates that here again the Winnipeg jobbers are at a disadvantage.

The proposed tariff is to come into force on Nov. 25, and in the meantime the council of the Board of Trade have taken the matter up and wired the Railway Commission as follows :

"Winnipeg, Man., Nov. 14, 1907

"Hon. A. C. Killam,
"Chairman, Board of
"Railway Commissioners,
"Ottawa, Ont.

"Joint meeting of Jobbers' and Shippers' Association and council Board of Trade protests emphatically against the proposed tariff of freight rates out of Winnipeg, C. P., C.R.C., W. 746, C. N. C.R.C. 199, and contend that any readjustment of the freight rates out of Winnipeg should be done on the basis of the rates out of St. Paul and Minneapolis to Minnesota and Dakota points and should be no higher than these rates.

"Secondly : They also protest against the proposed tariff of freight rates out of Winnipeg, C. P. C.R.C. W. 746, C. N. C.R.C. 199, so far as Kootenay points are concerned as being absolutely destructive to the trade covered by the present commodity rates which Winnipeg has built up with those points and ask that no such rates shall be put in force, but that they be materially modified or the old tariff C. P. C.R.C. W. 644 C. N. C.R.C., 154, be allowed to remain in force.

"Both trade bodies request that the proposed tariffs C. P. C.R.C. W. 746, C. N. C.R.C. 199, shall be held and not enforced until they have opportunity of considering them and being heard further, but in any event not before February 15,

"Proposed new tariff, though promised by railway officials, only now submitted, and neither body had time to consider more than outline. This absolutely contrary to agreement made before you. Letter following.

" C. N. BELL,
"Secretary Board of Trade."

There is no question that the blow will fall heaviest on the hardware trade. In fact, one hardware merchant, with a branch at Nelson, stated freely that the enforcement of this tariff would mean the closing out of his business altogether at that point. For example, the rates on heavy iron have been jumped from 62 cents to $1.09 per cwt. Another grievance is that the minimum of cars has been increased from 30,000 to 40,000, and mixed cars have been done away with.

The Free Press, which was the first western paper to print the tariff, has made up some very interesting tables, of which the following are copies. These show a comparison of old and new rates and also give the rates that previously have obtained on what are technically known as "commodities" and fruits. In addition to the places named, increases are made amongst others, to Hartney, Boisevain, Deloraine, Holland, Carroll, Morris, Morden, Minnedosa and Crystal City, with reductions to Birtle, Arcola and Broadview.

NEW AND OLD FREIGHT RATES COMPARED.

Below is a representative showing of the new freight rates from Winnipeg to points in Manitoba, and to points west of Manitoba. In each case there ded by the new tariff. The rates are inis also shown the rate which is superce cents per 100 lbs. :

Winnipeg to	Class 1	Class 2	Class 3	Class 4	Class 5	Class 6	Class 7	Class 10
Portage la Prairie—								
New rates	30	26	21	17	15	10	9	7
Old rates	20	18	16	14	9	5½	4	3½
Increases	10	8	5	3	6	4½	5	3½
Brandon—								
New rates	48	41	33	26	23	18	14	11
Old rates	37	32	27	22	16	12	8	7½
Increases	11	9	6	4	7	6	6	3½
Souris—								
New rates	52	44	36	28	25	19	15	12
Old rates	39	33	28	23	20	14	9	9
Increases	13	11	8	5	5	5	6	3
Moose Jaw—								
Old rates	1.05	88	72	55	49	40	27	23
New rates	99	83	67	51	45	36	27	21
Reductions	6	5	5	4	4	4		2
Swift Current—								
Old rates	1.23	1.03	84	64	57	48	33	29
New rates	1.18	99	79	61	54	43	32	25
Reductions	5	4	5	3	3	5	1	4
Medicine Hat—								
Old rates	1.43	1.19	97	75	68	58	40	34
New rates	1.40	1.17	94	72	64	52	37	30
Reductions	3	2	3	3	4	6	3	4
Calgary—								
Old rates	1.66	1.39	1.13	86	77	69	48	41
New rates	1.61	1.35	1.08	82	73	60	42	35
Reductions	5	4	5	4	4	9	6	6

Commodity Rates.

	1	2	3	4	5	6	7	10
Present rates merchandise	143	119	97	75	68	58	40	34
Commodity Articles — Implements, churns, binder twine, felt, furniture, glass, iron and steel, paint, paint lead, paint oil, paper, wire, woodenware	142	118	94	69	63	53	36	..
Commodity Articles—								
Oil	127	106	84	..	56	..	..	..
Fruit	107	90	72	52	48	..	..	..
New Rates	140	117	94	72	64	52	37	30

Next to hardwaremen the fruitmen will be the hardest hit by the new tariff arrangements and also the Western fruit consumer will be made to suffer. The bulk of the fruit used in this country must be brought from long distances, and it is felt to be a very serious grievance that the necessarily high price should be increased in this way. For years the West has been pleading to have the customs duties on fruits either lowered or abolished, and now instead of any relief in that direction there comes an advance in freight which will materially enhance the price to the consumer.

While many of the wholesale men are willing to suspend judgment until the through rates from the East are posted, they all concur in one thing, that there is absolutely no reason for the very heavy advance in local rates. It is all right to have a freight tariff that does not discriminate in favor of one section of the country against another, but that could have quite as readily been overcome by a lowering of the rates instead of advancing. It is stated on very good authority that in many instances the rates on freight proposed by this tariff are actually higher than they were when the C.P.R. opened freight trade in 1886. There is a feeling that the present rates, which have been, with only the slightest modifications in force for many years, must have been profitable or the company would not have maintained them.

The question of a freight tariff on a mileage basis was put into effect in regard to wheat and coarse grain on the 15th of October, and this has made it impossible to ship to any point between Winnipeg and the lakes on the proportion of the through rate, which was the custom for many years. In this section the people most hardly hit are the railway contractors and lumber and tie camps, and these are protesting vigorously against the taking away of this privilege, and already formal protest has been filed with the Government at Ottawa.

With the country suffering from a general shortage of cars for getting the wheat out anything that is calculated to lower the prices and increase the cost of handling is looked upon with very marked disfavor.

SUGGESTED WINDOW DISPLAY.

The main feature of the trim shown in the accompanying illustration is the arrangement of table cutlery, spoons, etc., in the background of the window to represent a turkey. The background, sides and floor of the window should be lined with a dark substance to best set off the bright articles of which this display is composed. Everything in the way of apparatus for the Christmas dinner should be shown, including pie and cake pans, cake and jelly moulds, carving sets, knives, spoons and forks, ranges, meat choppers, bread knives, roasters, frying pans, kettles, basters, potato mashers, skillets, broilers, egg beaters, flour sieves, cake mixers, etc., etc. A collection of edibles in the front part of the window such as plum puddings, cranberries, small vegetables, whole oyster shells, bread, etc., will lend interest to the display.

The idea is capable of attracting great interest if well done. For the sketch we are indebted to Hardware, New York, which originally suggested the trim for a Thanksgiving window. The turkey feature, however, is equally prominent at Christmas and New Year's, and one window can to advantage be devoted to such a display early in December.

Suggestions for Christmas Trade

Written for Hardware and Metal by E. A. White, Bruce Mines, Ont.

To increase your sales during the holiday season, you must have the goods to sell and to this end one must be alert early in the season and have the goods ordered and delivered in good time. Late orders generally result in the goods arriving after the season for selling them is past.

The lines to specialize in in my opinion are cutlery, silverware, skates, smoking pipes, and an assortment of aluminum ware and decorated enamel ware. I do not think it advisable for the hardwareman to stock such novelties as iron and wooden toys, as the left-overs generally eat up the profit on what was sold.

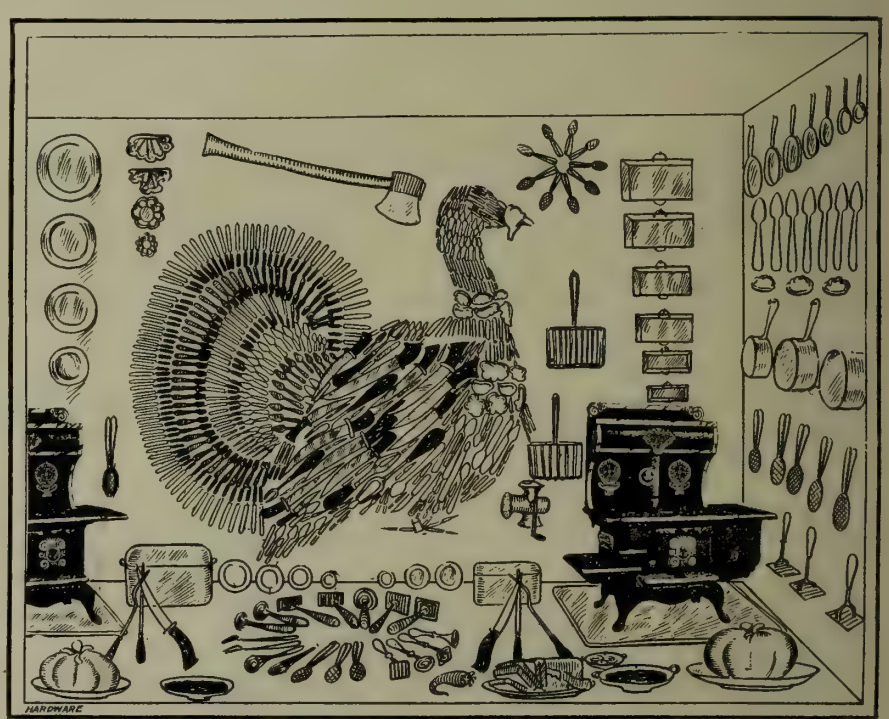
A very profitable season can be had in the above mentioned lines, if properly advertised and displayed. A small booklet or circular, neatly printed, giving a list of the goods and prices is good advertising but much better when enclosed with a personal letter. The articles should be commented on and prices mentioned, as most people have only so much money to spend at holiday time and by having a good description of the goods and the prices before them they can conveniently figure the most suitable gifts they can buy with their limited capital. But advertising in the newspaper must not be overlooked; use double space, or more if you can get it, during the holiday season, and mention every suitable article you have, with your lowest price plainly printed, and you will find it a paying proposition.

Window Advertising.

For the show window, have a background suitable for the display you intend to make. One to represent the wall of a room and a pair of heavy curtains hung in the centre over the door, with a miniature Santa Claus and a Christmas tree nicely trimmed with Christmas gifts. Also have a neat display of cutlery, skates, etc., on the wall background or else build a fireplace with accessories lying by with children's stockings hung up in close proximity. Suitable window cards should also be used.

When customers come in, let them see that the holiday spirit is displayed. Have the store decorated tastefully and all Xmas goods in view and a price card on each. This system relieves the people who are backward at asking the price for fear it is more than they can afford.

As for giving away calendars, souvenirs, knives, etc., it may be all right to mail a calendar to your customers, but they have become an awful nuisance in recent years. If calendars are given away, the only way is to make it known in your advertisements that no



Suggested Window Display for Early in December.

calendars will be given away at the store, but will be mailed, one to each family.

Do not give away pocket knives, either, for if you give one to a good customer, another whose account is not worth five dollars per year to you will want a knife because Mr. So-and-So got one. It's a poor practice and should be discontinued. Educate the customer that he gets 100 cents value for every $1 he spends with you, and that you can't afford to give away valuable goods for nothing.

DISPOSAL OF GARBAGE.

The current number of Chambers' Journal describes an ingenious machine, which has been devised and is now being experimented with by one of the London, Eng., borough councils, to "turn garbage to a more profitable account in a hygienic manner." This apparatus combines the three operations of disintegrating, pulverizing, and mixing in one. The assorted garbage is discharged into a hopper through which it falls into a small compartment in which revolve four fifty-pound hammers at a speed of 1,250 revolutions per minute. This is equivalent to 5,000 strokes for a cumulative weight of over 250,000 pounds per minute, irrespective of the impetus produced by the centrifugal force of the machine.

Under this treatment the incongruous mass of rubbish and filth is turned out of the machine in one operation in the shape of a uniform black mould. Bottles, ashes, slates, vegetable refuse, and other garbage are completely reduced to powder in the apparatus, and so assimilated and intermixed as to constitute a new substance of great value. It is claimed that the plant occupies little space, and can deal with about five tons of garbage per hour, thus rendering the operation very cheap. It is also claimed to be entirely hygienic, as there is no dust, smoke, or noisome effluvia.

The manure thus obtained is said to be entirely odorless and extremely valuable as a fertilizer. There is naturally a keen demand for such manure, and it is stated that the municipality where this destructor is in operation obtains substantial profits from the sale of the product.

Novel Christmas Display at Halifax

Few window trimmers in America are more widely known for originality in display arrangement than S. S. Wetmore, traveling salesman for A. M. Bell & Co., Halifax. Mr. Wetmore has made a special study of window display and is a strong advocate of special displays intended to draw people to the store, relying upon interesting them first in the "publicity" window and later in the display of hardware articles shown in the opposite window. In discussing this subject, Mr. Wetmore explains his views as follows:

"In the smaller cities, we have to go deeper into special displays than is necessary in the larger cities. We have to draw and hold the crowd, depending upon the second window (in which we display seasonable goods) to advertise and sell our goods. But without a strong original attraction we cannot get the crowd which in the larger cities daily passes the window.

"My display is hardly of the class that your Christmas competition calls for, but we find that a display of the goods alone is not as effective as the special attraction. On your suggestion of doing a window of hardware articles alone, I did up the Bude's special and although it was admitted to be a clever piece of work, and has been published by twelve or fifteen papers and magazines in the United States and across the water, it did not hold the crowd or give us the same local advertising that we get from an attractive mechanical display, and a retail store must depend principally upon its local advertising for its trade."

Mr. Wetmore describes the display shown in the accompanying engraving, as follows: "It is an illustration of how this firm gets its Christmas goods direct from the moon and China via the Electrical road; the Luna gravity railroad and the elevated cages through the earth to China. At the south end of the display is shown a station house of the Transcontinental Railway at Halifax with a gilt dome, 18 or 20 art glass windows lighted by electricity. The electric train passes through the station, which has self-closing doors, and then climbs the hill and cliffs, crossing the bridge to the Halifax junction of the Luna Gravity R.R.; thence passing through a tunnel to the elevated cars on the China Road; thence back to Halifax. In the centre of the window viewed beneath the bridges are elevated cages in motion passing through rocks on the surface of water. The Luna Gravity train, laden with Christmas toys, leaves the junction and climbs the hill to the moon, passes through the face of the moon and thence through the distant sky, making an exit through a tunnel at the back of the window and descending, passes along the curved railway tracks back to the station. At the north end of the window is shown a beautiful sky, back of which is an angel carrying the motto, Peace on Earth. To the south of the moon is a glimpse of Klondike with power house in motion and leather bands passing through a shaft to the interior of the mines. Cars laden with nuggets are shown at the entrance to the shaft. Beneath the bridges are seen the C.P.R. steamers and a full rigged barque, all laden with goods and being transferred to the establishment at Halifax."

Mechanical Window Display Arranged Last Christmas by S. S. Wetmore, With A. M. Bell & Co., Halifax.

With the exception of the electric train, every article in the display was designed and constructed by Mr. Wetmore, even including the small water wheel that supplied power to haul the train and propel the elevator cars and shaft wheel of mining building. The sky was made of book muslin shades in blues with tinted cotton wool clouds, and the moon of orange silk, with electric light placed in proper position to give the necessary illumination.

The store ought to be able to present something new in merchandise in each department frequently. That is as good advertising as a store can do. The women are the buyers and they want to see the new goods. This extra investment can be handled with profit if the buying is done cautiously.

Developing Holiday Trade

"Hammernail," in Hardware, New York, Makes Some Practical Suggestions Regarding Special Lines to Sell.

Dull business may come. The time to plant the seeds of new business is now, when trade is good and prosperity is still here. "In time of peace prepare for war." In referring to the advisability of adding new lines, and especially holiday goods, a hardware dealer said that his business was good in staple lines and that he didn't intend putting forth effort in building up a new line, the net returns on which he might not receive for two or three years to come. This is just one of the very best reasons for adding on a new line at the present time.

The trade in holiday goods is profitable and is growing greater each season. The hardwareman who carries a line of silverware and other Christmas merchandise, will find his business in regular hardware goods increasing at the holiday season. A larger amount of table and pocket cutlery, carving sets, rifles and sporting goods will be sold and at better profits, from the mere fact that more people will be attracted to the store.

Silverware Sells Well.

If possible, and if the volume of prospective business warrants it, procure a man who understands the line and can work into some other department of the store. But if the business is located in a small town where of necessity the hardwareman must do a large part of his own purchasing, then take up the line in a conservative way. Small sterling silver articles and a good line of plated hollowware, together with an attractive and up-to-date line of plated table ware should be first selected. Procure well-known and well-advertised brands of plated ware and popular priced sterling goods.

Now is the time to make purchases of these goods for this season's trade, and the goods should be in the store by December first. All this line must be attractively displayed. If the store fixtures are not up to date, the present time should be taken to put in a new showcase and this used for the silverware.

Cut Glass and Fancy Lamps.

Numberless articles which were considered to be a luxury ten years ago are now to be found in daily use in many homes. This is especially true of cut glass. The sales are increasing every year. Cut glass wares, tumblers and glasses, to say nothing of the large number of small dishes, are becoming more popular every day. In taking up the line of cut glass it is better to tie up with a make that is not sold in the city or at least not in the neighborhood of the hardware store—it is then possible for the dealer to make practically his own profit—of from 50 per cent. to 100 per cent.

Lamps—especially the higher priced, fancy decorated styles—should be bought in a conservative manner. It is better to sell out and lose a few sales the day before Christmas than to carry over very many fancy gas or oil lamps, as this line is not easily sold except at the holiday season. Both the lines are best bought, at least the first year, from a jobber. Most of the large hardware concerns to-day carry a good assortment of cut glass and fancy lamps.

Leather and Fancy Goods.

Almost all classes of leather goods—pocketbooks, card cases, bill rolls, toilet articles, as well as men's gloves—are sold with a six per cent. ten days' cash discount or sixty days net. The line of men's pocketbooks and card cases is attractive and shows a profit of from 50 per cent. to 65 per cent. Popular-priced goods, such as 50 cent, seventy-five cent or one dollar articles, will be the best sellers and in some sections or locations the twenty-five and thirty-five cent lines will have a ready sale. Where the hardwareman has a very fine trade the $1.25 and up to $2.75 card cases and bill holders will sell. Some exceedingly handsome and durable alligator and pigskin goods are being shown this season.

When the word for fancy goods is used a large line is covered. Imported work and sewing baskets which sell at prices all the way from twenty-five cents to three dollars have a good market, and will be found to sell well to men who are looking for a useful and acceptable gift for a woman. Aluminum and celluloid goods come under this heading and will be found to sell well at the holiday season. A very large assortment is made in both lines and many of the articles are useful and tasty. This line of fancy goods should be put in with great care, as the breakage or loss from shop-worn goods is large. The profit, however, will fully cover the risk of handling. These lines mentioned all help to round out the line of holiday goods and are all good rapid business makers.

Methods of Advertising.

In addition to good newspaper display advertising, a well-worded letter or announcement sent by mail will bring good results. This announcement should be gotten up with great care and worded something like this:

> THE HUSTLER HARDWARE CO.
> Beg to announce to their Friends and Patrons that a new and up-to-date stock of Silverware, Cut Glass, Fancy Goods, Plated Ware and Leather Goods has been added to their fine stock for the
> **Christmas Season of 1907.**
> Your inspection is invited.

A plan of advertising adopted by a Western retailer in putting in this line last season was that of opening the department with a souvenir given to every customer of the store. A small article, such as a rose or a little silver pin (which can be bought for ten or twelve cents wholesale) will be found to bring customers, and will be the means of starting the department in good shape. If this plan is adopted it is well to mail with the announcement a small card.

In all the holiday advertisements it is well to keep the firm name well before the public and that the store's business is selling hardware.

In all the holiday season emphasize the fact that the hardware store is a man's store. Women looking for suggestions as to a suitable gift for a man will come for it to a man's store. Many men who put off Christmas shopping until the last minute will be drawn toward the store known as a man's store.

These lines are all profitable and as compared with much in hardware are very easy to handle. The trade is going by the store every Christmas—put in the goods and get your share of the holiday business.

PUBLICITY ADVERTISING.

At the recent conventions of the U. S. hardware jobbers and manufacturers at Atlantic City, S. R. Miles, president of the National Retail Hardware Association read an interesting address on "Publicity Advertising."

Mr. Miles objected strenuously to the insinuations that were being cast on the retail dealer by a number of magazines who claim that any dealer who substituted one article for another was a thief and a robber.

The retail dealer, he claimed, was an intelligent person, and looked over nearly all the various lines that were offered for sale and chose the one which he considered was the best value for the money. If a customer should come in and ask for some other brand, he considered it was quite right for him to explain that he did not carry that particular brand, but after going into the matter thoroughly was convinced that the one he had in stock was really a superior article.

There was also another objection which retail dealers had to some manufacturers spending such a large amount of money on advertising campaigns to the general public. He had noticed in several lines that had been extensively advertised that their discount had been cut down 5 per cent. or more.

Mr. Miles advised the manufacturer to pay more attention in future to the dealer, and not to antagonize him by allowing magazines which carried their advertisements to heap insults on them.

HARDWARE TRADE GOSSIP

Ontario.

Caley Bros., Latchford, have assigned to H. A. McNeil.

Melvin Wigle, Amherstburg, is selling out his hardware business.

Cohen & Segalourto, tinsmiths, Ottawa, have dissolved partnership.

F. A. Johnson, manager of the J. C. McLaren Belting Co., Montreal, has been visiting the Toronto branch of the company this week.

W. H. Evans, sales manager of the Canada Paint Company, Montreal, was a visitor at the Toronto offices during the past week. Mr. Evans reports business very satisfactory for this season.

M. W. Howell, Goderich, was a visitor in Toronto during the week. Mr. Howell did some effective organization work for the Ontario Retail Hardware Association last spring but has since been on a visit to the Pacific Coast.

W. Linton, Ontario representative of the J. C. McLaren Belting Co., of Montreal, and the Standard Ideal Company, Port Hope, has returned from his annual hunt in Northern Ontario. His party's bag included moose, deer, bear, wolves, fox and partridge.

R. O. Miller, Gravenhurst, who recently purchased the business of Aaron Child & Son, in that town, was a caller at the Toronto office of Hardware and Metal this week. Frank Childs, who was conducting the business will probably locate at Regina.

The following Ontario hardware merchants were noticed in Toronto during the week: Frank Child, of Aaron Child & Son, Gravenhurst; John Clysdale, of John Clysdale & Co., Gravenhurst; J. H. McGee, Fenlon Falls; W. Foster, Everett; Mr. Boxall, of Boxall & Matthew, Lindsay; and R. A. McLaren, buyer for R. P. Butchart & Co., Owen Sound.

Excavating has commenced on the valuable sites on the southwest corner of King Street and Spadina Ave., recently purchased by M. & L. Samuel, Benjamin & Co., wholesale metal merchants, Toronto, who intend erecting a modern warehouse and office building on the site. It is the intention of the firm to rush forward the building as much as possible. The ultimate design is a five-storey building, but for the present only three stories will be erected. The firm intend using the ground floor and basement for offices and warehouse, and the balance of the building will be let for offices or warerooms.

Quebec.

Louis Lafleur, hardware merchant, Montreal, has been succeeded by C. Dansereau.

W. A. Shepard, of the Iver Johnson Co., of Fitchburg, Mass., has been on a visit to Montreal.

Mr. Chapman, of Chapman Bros., Brome, and H. J. Elliott, of South Durham, have been calling on the hardware trade in Montreal.

J. Paquin, St. Eustache; J. I. Marks, and V. E. Hunt, Tweed, Ont., have been paying a visit to Montreal.

Mr. Murray, from the Webley and Scott Works, Birmingham, England, has been calling on the Montreal Hardware trade.

The Montreal Hygiene Committee have bought land on the corner of Mentana and Marie Anne Sts., consisting of 6,030 feet, at a cost of $4,824, for the purpose of erecting a public bath for the north end of the city.

Alex. McArthur & Co., Limited, 82 McGill St., Montreal, have been appointed Canadian representatives for the well-known Barber's Asphalt Ready Roofing, the "Genasco Brand."

C. E. Wood, sales manager of the Dominion Cartridge Co., has returned from a business trip to the Pacific Coast. He paid visits of inspection to the firm's branches in Winnipeg, Nanaimo and Vancouver.

The Dominion Wire Manufacturing Co., Montreal, are installing a 75,000 gallon gravity tank on steel structure with underground mains for fire protection for their premises, the work being done by the H. G. Vogel Co., Montreal.

Western Canada.

Wallace & Burgar, Camrose, Sask., have been succeeded by Corneille & Davison.

Coleman Bros., hardware merchants, Darlington, Man., have been succeeded by Steeves Bros.

A. Gwilbert, hardware merchant, Letellier, Man., recently had his stock and premises damaged by fire.

The assets of M. O. Fraser, hardware merchant, Wawanesa, Man., were sold by the assignee at Winnipeg on Nov. 16.

The new hardware store opened by Messrs. Drake & Horn, at 730 Yates St., Victoria, B.C., is up-to-date in every particular. Its interior fittings are along unconventional lines, everything being arranged to economize space and facilitate easy inspection and quick handling of goods.

POPULAR TRAVELER MARRIED.

Geo. J. B. Ramsden, Ontario sales agent for the J. H. Still Mfg. Co., handle manufacturers, St. Thomas, and son of Geo. Ramsden, Port Hope, Eastern Ontario representative of Caverhill, Learmont & Co., Montreal, was united in marriage to Miss Margaret May Still, daughter of the late J. H. Still, and a sister of the present head of the company. The young couple are now on a honeymoon trip to New York, Washington and other American cities. Friends of Mr. Ramsden will all be glad to hear of his marriage.

WESTERN ONTARIO TRAVELERS.

At the meeting of the association at London last Saturday the nomination of officers resulted as follows:

President—Robert Tait.

First Vice-President—J. M. Ferguson.

Second Vice-President—F. E. Harley.

Treasurer—A. Anderson, London.

Directors—T. T. Mortimore, J. H. Glass, A. Gunther, J. T. Green, E. R. C. Struthers, Wm. Harding, C. Currie, H. Henderson, R. H. Morrison, W. Brown, London; B. F. Honsinger, St. Thomas; John Lennox, Hamilton; F. W. Heath, F. W. Grew, M. Wilbee, Toronto; Wm. Storey, Sarnia; A. E. Merritt, Chatham; J. E. Ferguson, Woodstock; R. G. Bickerton, Woodstock, M. F. Irwin, St. John, N. B.; John Forsyth, Berlin; James Dow, Stratford; Capt. Robert Dillon, Oshawa; James F. Smyth, Windsor; J. Ratz, New Hamburg; R. G. B. Moore, Aylmer, H. J. Boyd, F. Morton Morse, J. R. McCrea, Winnipeg; A. French, Vancouver, T. H. Slater, Victoria.

Auditors—E. J. Dawson, London; H. C. Screaton, C.A., London.

Secretary—Alfred Robinson, Masonic Temple, London, Ont.

MERRICK-ANDERSON'S FIRE.

A mysterious fire, probably of incendiary origin, destroyed $144,000 worth of property in Winnipeg on Nov. 20. It burned an old warehouse belonging to Frost & Wood, implement manufacturers. Then spread to Dyson's pickle factory, from which it jumped to the Rat Portage Company's sash and door factory, and Merrick & Anderson's hardware warehouse. These were completely destroyed before the flames were finally got under control. The damage is about as follows. Dyson pickle factory, $8,000; fully insured; Frost & Wood warehouse, $1,000; Rat Portage Lumber Co.'s sash factory $25,000, stock $85,000, insurance $100,000; Merrick & Anderson warehouse $5,000, stock $25,000, insurance $20,000.

ENAMELWARE PLANT ABSORBED.

The Kemp Manufacturing Company has purchased the plant and stock of the Ontario Steel Ware Company, located on the corner of Brock Avenue and Florence Street. The concern has been in operation for nearly two years and employs about one hundred hands. The Kemp Company is continuing the works with the same staff for the present and will make an announcement regarding their plans in about a fortnight.

The Ontario Steel Ware, Limited, were outside the Enamelware Association and while building up a large business during their exstence, were unable to weather the storms of the present financial crisis.

HARDWARE AND METAL

Established - - - - - - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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Published every Saturday

THE SITUATION IN THE WEST.

By this time the country at large is more or less familiar with the effort being made to relieve the situation with regard to money to facilitate crop movement. On Tuesday, Nov. 12, an order-in-council was passed at Ottawa. by which the Dominion Government came to the relief of the bankers, and made it possible for the banks carrying large grain accounts to obtain any amount necessary to further extend lines of credit in order to help in the movement of as much wheat as possible before the close of navigation.

The action of the Government was prompt and decisive, once the facts were placed before the Minister of Finance and when the news was wired from Ottawa there was a general expectation that the tension would be relieved and movement of wheat from the head of the lakes would increase rapidly. Such, however, has not been the case, up to closing of market to-day, Saturday. The banks are standing on a silly matter of punctillio and will not accept the relief offered and the situation is really no better from the standpoint of crop movement than it was a week ago, and a whole week of open water has been lost.

In the meantime conditions have materially changed and there is not the demand for low grade wheat that there was two weeks ago, or more properly speaking, there is not the demand at high prices, and this alone is costing the farmers of the west millions.

The bank managers still stand pat and declare they are furnishing all the money required for legitimate trading, though every day's market and almost every elevator point in the country gives the flattest kind of denial to their statement, while the meagre shipments from Fort William and the empty boats making bids at low rates for cargoes add their testimony.

Wholesale houses are flooded with letters that state that cars of wheat are loaded, shipped and the out-turns received, but they can get no money. Others write, there are three, four, five and six elevators at our point, (as the case may be) but none of them are buying. They claim it is because they cannot get money.

The present situation is without parallel in the western grain trade, and every man that has been up against it this year, be he farmer, elevator man, or commission merchant, will earnestly pray that he may never see its like again. Meantime, the wheat continues to pour into Fort William in a never-ending stream, 2,569,480 bushels having passed inspection during the present week. Of this wheat only about 45 per cent. was of contract grade, while there was 10,871 bushels of "no grade ;" 285,690 of feed ; 139,170 of "feed tough :" 177,420 of No. 5 and 119,940 bushels of No. 6 wheat. It is doubtful if the outward shipments for the week have totalled a million bushels.

The keeping qualities of this low grade in its present condition are absolutely nil, and it is a very unsafe proposition to handle, and dealers and banks alike must see from 6 to 8 cents a bushel margin before they can touch it, for the simple reason that more than one car, leaving an elevator point apparently quite dry, has graded "feed tough" when it reached Winnipeg, and by the time it got to Fort William was heated.

The Saskatchewan Government have taken a hand in securing cars for the movement of the low grade wheat, and getting it to Ontario as feed, and the railway companies have promised all possible aid in the matter of cars. Sir Thomas Shaughnessy has stated that for the movement of western wheat Winnipeg is to have eighteen additional locomotives in a few days.

Charles Castle, the Winnipeg warehouse commissioner, who was summoned east to give information to the Finance Minister as to the actual conditions in the west, while in the east arranged for a thorough test of the low grade wheats, to see what can be done to make them keep so that they can be exported after May first next year. If it is found that this can be done at a shrinkage of not more than 10 per cent. it will mean a saving of from three to four million dollars to the west, as without the guarantee of keeping, the banks will not advance a dollar on any low grade that may be held for shipment after May first. The samples that have been sent are Nos. 5, 6 and feed. Communications from the British markets show that very considerable quantities of even our lowest grade wheat can be used by millers for manufacturing flour to be used for sizing and glazing in the cotton and kindred trades.

At the moment the only other thing that occupies anything like relative importance with wheat in the western mind is the proposed new freight tariff, which will be found under a separate head.

CANADIAN MONEY IN NEW YORK.

The controversy between the Canadian banks and their critics over the lending of Canadian money on "call" loans in New York has been given additional interest by the announcement this week that over $63,000,000 of our money is in New York on call and cannot be secured other than in the form of non-negotiable and easily counterfeited clearing house certificates.

Canadian bankers have all along contended that it was a source of strength to the Canadian banking system to have from fifty to one hundred million in cash on loan in New York, subject to an immediate call, the effect of which would not be felt by Canadian industries.

The bankers were supposed to know their business and their expressed views were agreed to by many. Others, however, contended that the money should not go out of the country to be used in gambling on Wall Street. Hardware and Metal upheld this position, and during the past couple of years has advocated the placing of a tax on money loaned outside of Canada by the banks.

The crippling of many Canadian industries at present by the inability of the banks to advance money on gilt edged security—this inability being largely due to their money being in the hands of Wall Street gamblers, who have repudiated the "call" feature by offering scrip instead of currency—is a strong endorsation of the position taken by Hardware and Metal. Had a tax been placed on foreign loans money would probably have been available to move the wheat crop in the West as well as keeping the wheels of industry running in many a Canadian factory now working to only a fraction of its capacity.

Many lessons can be learned from the present financial flurry, one of them undoubtedly being the necessity of restricting the territory in which our banks can legally loan the money placed in their hands by Canadian depositors. Merchants in all parts of Canada should take up with their boards of trade and

representatives in Parliament, the suggestion that a tax be imposed on foreign loans made by the banks.

The editor invites correspondence from readers of the paper on this subject.

A WALL STREET OPINION.

The following from the Wall Street Journal of last Friday may help some to form an idea of the possibilities of the present crisis in the States.

Canada has, of course, felt the effects of the financial excitement across the line, and as the two countries are so closely related, is bound to suffer if there develops an extended period of depression. Canada undoubtedly occupies a favorable position and Canadian merchants, while exercising caution, can take a hopeful view of the future.

The Wall Street Journal's article reads:

"Ever since the beginning of this year thoughtful observers of the situation have been looking for a contraction of business. Those observers, however, were mostly in the East and in closer touch with strictly financial conditions, so that they could feel the strain which was being experienced in all the international markets. But in the West, where the people were in enjoyment of the fruits of years of bountiful crops and unbounded prosperity, a contraction of business, a stoppage of prosperity, seemed to exceed belief.

"Those who have been hoping against hope, and those who have persistently disbelieved that reaction was possible, must now admit the plain evidence of their senses. The contraction of trade has set in. In some trades manufacturers who went to bed with their mills running full time to meet excessive orders, have waked up in the morning to find the demand disappearing altogether. Production is being reduced, factories are slowing down or stopping, and many men are being laid off. The iron and steel trade, which has been so slow to feel any effects of a reaction, is at last face to face with a contraction, and the great Steel Corporation has laid off 20,000 men. It is worse than useless to mince matters. The depression which invariably follows a financial crisis has now begun.

"The important question is, how long this depression is likely to last and how severe is it likely to be? In regard to this question there is the same sharp division of opinion as there was in regard to the question whether there would be any contraction. There are many who believe that it cannot last long or cut very deep into the national prosperity. There are others who declare that its effects will be as severe as those of 1893, that millions of people will be out of employment and that, to quote the words of President Mellen, of the New Haven road, 'this is a widespread distress rapidly extending itself to the furthest sections of the country, levying its tax in such a way that no man, woman or child shall fail to bear his portion of the burden.'

"It is folly to undertake to decide between these two conflicting views. Even the best informed and the most farsighted cannot tell what the next twelve months will bring forth. The most that can be done is to name the principal forces which are working and will continue to work toward checking the progress of disaster, and those other forces which most operate to increase the area of depression."

CLAIMS FOR SHORTAGE.

When an order is filled in a manufactory or wholesale house, the goods are checked over very carefully to see that nothing is missing. The ensemble often includes a wide variety of materials and articles, and occasional errors are, perhaps, excusable. However, we have been told of instances where retailers claimed shortage, and while they waxed indignant at the request of the wholesaler that another search be made, the goods reposed snugly in the bottom of packing cases that had been thrown into their cellars. Not long ago, a traveler for one of the prominent wholesale houses (dry goods), was informed by a customer that an article which he had ordered had not been received. Because at first mention of the matter another sample was sent along, without question, and the retailer induced himself to believe that the house doubted his word, and he was, in consequence, pretty hot under the collar. He saw the goods unpacked himself and knew positively just what was there and what was not. The traveler suggested that they both go and take a look at the case in which the missing bolt was supposed to have come. The merchant ridiculed the idea, and it was not until the next day that he agreed to go into the cellar, and then, only because the traveler said he might like to purchase some packing cases for his firm. To get at once to the point, the goods were found, for they had never been taken out of the case.

Instances of this kind may be rather unusual, but that they do occur at all is sufficient warrant for our calling attention to them. As goods are removed the paper with which packing cases are lined falls in, and a little carelessness is liable to result in some article being overlooked, with a consequent claim for shortage.

FOUR HOLIDAY PRIZES.

Additions have been made to the offer made last week of ten dollars for the best holiday window display made in a Canadian hardware store during December.

The original plan of offering a single prize has also been revised and, instead, two prizes of five dollars each are offered—one for those in cities of over 25,000 population, and another for competitors in towns and cities with a smaller number of inhabitants.

On another page particulars are given regarding two other offers—one for the best holiday advertisement in a local newspaper for which another five-dollar prize is hung up, and a fourth offer for a three-dollar prize for the best selling plan, fixture or arrangement for increasing sales of holiday goods.

Hardware merchants should encourage their assistants to take part in these competitions.

DEADLY WATER HEATER FUMES.

The increasing number of deaths in Chicago lately from the dangerous gases generated from water heaters in small unventilated rooms, has stirred the city authorities into action. An ordinance, it is understood, will shortly be introduced by the city council which will require all water heaters in unventilated rooms to be equipped with a pipe which will convey the gas fumes to the outer air. As a result of these deaths, tests have lately been made by officials of the coroner's office, which prove conclusively that many persons in the past year have been asphyxiated by the fumes of the gas given out by these heaters.

The investigators used a small bathroom for their experiment. A rabbit and a guinea pig were placed in a cage in the room and the window and door were closed tightly. The experimenters, watching through the transom, saw the animals fall dead within twenty minutes. Then a 3-inch pipe was connected with the gas heater so that it formed a ventilating flue leading to the open air. Again the burner blaze was lighted. Another rabbit and another guinea pig were put into the room. They were kept there, with the heater flame burning, for an hour and a half. When taken out of the room they showed no ill effects from the experiment.

CHANGE IN POSTAL RATES.

Preparatory to the annual Christmas rush of mail matter, the Post Office Department directs attention to the fact that the public can now send to Great Britain and all parts of the British Empire letters weighing up to one ounce for two cents. Since 1898 the rate has been two cents for every half ounce. This recent change makes the rate conform with that in use for domestic correspondence.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Unsteady.
Lead—Weaker.
Old Metals—Some changes.

Toronto.

Sporting Goods—Advances on single-barrel shot guns.
Copper Rivets and Burrs—Decline in prices.
Ingot Tin—Declined to 34 cents.
Pig Lead—Quoted at $4.90.
Bar Iron—Being shaded by some.
Copper—Quoted at 15 cents.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 22.—Trade generally is reported as good as last week, and the special lines, usually prominent at this time of the year, are moving freely. Travelers' orders from several of the local districts are lighter than they were for the same period last year. but a fall of snow and colder weather, would tend to improve matters in this respect. Plated sad irons are in good demand for Christmas trade, and cutlery and silverware are increasing in sale as the festive period of the year draws near.

Prices maintain their firmness. American gun makers are quoting a higher price for single-barrel guns, so that sportsmen next year will have to pay a higher price for the arm. The difficulty in obtaining some lines of goods still exists, but the manufacturers are rapidly making amends in this direction. Collections are about the same in the east, but in the west are, if anything, slower. The healthier outlook so far as the grain shipment is concerned, will, it is hoped, bring a corresponding improvement in the movement of money.

Screws—The scarcity of standard screws of most sizes still exists, although the supplies from the factories are steadily improving in quantity. The demand generally for screws will be slackening down now, and the factories will be able to catch up with the demand, and put themselves in good shape for next year's call. Prices are firm and unchanged.

Winter Goods—The prospects for the sale of lumber tools are not so bright this year as they were last, as the large firms are not sending so many men into the woods as they have been in the habit of doing. Winter goods, such as axes, shovels, sleds, and so on, are in good demand, and jobbers are ready for the rush when the first heavy snow fall convinces buyers that winter has really arrived.

Cutlery and Silverware—The various lines are in good demand, and orders are increasing daily. The time is at hand when the heavy call exists for these articles, and merchants are placing orders freely to cope with the expected Christmas rush.

Bolts and Nuts—The demand continues good, and there is no change in prices. Supplies are now moving more freely.

Stoves and Ranges—The call for stoves and ranges is still maintained. Building operations are being rushed before the severe effect of the winter is felt, and this, combined wth the recent fall of snow. has helped up the demand. Prces are unchanged.

Cement—Contracts are now being wound up for the season. The outlook is promising, and although collections could be better, there is no feeling of pessimism as to the future. Prices are the same.

Building Paper—The business in this line being better distributed, the close of navigation has not influenced the demand so much, although there has been a little rush to save the heavier rates. If the winter keeps open, some roofing will be done, but the factories will be mostly concerned in accumulating stock ready for next spring's rush.

Poultry Netting—The 2-inch mesh so generally used in this country is not imported to nearly so great an extent as in former years. The making of this line in Canada gives general satisfaction, being more convenient to buyers. The reduction in Great Britain may be followed in Canada, but so far prices of wire goods are firm in both Canada and the States. In some lines there is even a talk of an advance.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 22.—Business throughout the local hardware markets has considerably increased in volume during the past fortnight and, as the Xmas season is fast approaching, jobbers expect that trade will continue to steadily increase for the next few weeks. Compared with last year, however, trade is not up to the mark, but this fact is directly attributable to the disturbed condition of the world's money markets which has caused buyers to place close estimates on future needs and to reduce orders for future delivery to a minimum. A brisk business is being transacted in goods for immediate shipment and jobbers are quite confident that the present decrease in orders for future delivery will be fully offset by the increase in the volume of sorting orders which will arrive later on.

Screws—A great scarcity still exists and there is little or no falling off in the demand. In the larger sizes those used for electrical purposes are very hard to procure, while among the smaller sizes supplies of hockey skate screws are very limited. Prices are firm and unchanged.

Wire Nails—There is an active call for nails and in practically all sizes supplies are well up to the demand. Prices are still firm.

Wire—There has been considerable improvement during the week in the demand for wire, and a few good orders for spring delivery have been received since the manufacturers intimated to the trade that another advance might be expected about the first of the year. Prices have taken on a stronger tone.

Bolts and Nuts—Orders are coming in as fast as ever but supplies are now in a much more satisfactory condition. Manufacturers are now able to get better shipments of raw material and are making every effort to catch up with back orders.

Sporting Goods—Trade is a trifle quiet just now in guns and ammunition but skates and hockey sticks are now on display and, judging by the number of people who have priced these goods, heavy sales will follow immediately on the arival of colder weather. Traps are in very heavy demand and sorting orders are already coming in to local jobbers. American manufacturers have advanced the price of single barrel shot guns, but otherwise sporting goods prices are unchanged.

Copper Rivets and Burrs—Still another drop has taken place in the price of copper rivets and burrs, on account of the low prices prevailing in the world's copper markets. Copper rivets with usual proportion copper burrs that is to say, weight of copper burrs not exceeding 1-3 of combined weight of copper rivets and copepr burrs are now quoted at 35 per cent. off list. Copper burrs in excess of 1-3 of combined weight of copper rivets and copper burrs are quoted at 22½ per cent., copper rivets only are quoted at 35, and copper burrs only at 22½ per cent.

Winter Goods—Coal hods, furnace requisites, snow shovels, sleigh bells, axes and horse blankets are now experiencing a heavy call and jobbers have rushed out some good orders to belated buyers during the week. Lamps, cutlery, and silverware are moving out very fast with the approach of the Xmas season and the holiday trade promises to be heavy.

MONTREAL METAL MARKETS.

Montreal, Nov. 22.—Despite the hope that the copper market would strengthen. there has been no movement during the past week, suggesting any permanent advance. Manufacturers requiring stock bought all that was requisite for immediate use during the recent upward tendency, and the demand thus falling

off again, has induced the market to sag somewhat. There has been no decided change in English prices since the heavy drop. Until the big stocks are more depleted, and financial conditions improve. it is not likely that copper will show any material improvement. As a matter of fact, there seems to be considerable doubt locally as to which way prices will even now turn. Some opinions predict a rise, and others vice versa, which is a good indication of the weakness prevailing in the market. This uncertainty tends to affect the markets all the way round by keeping things in an unsettled condition. Iron is steady, and the feeling is that it will remain so for the next few months. Shipments from stocks, in both iron and steel, are moving freely. The fluctuation in ingot tin has now apparently ceased, and prices are steady. There is no change in antimony or spelter. Altogether the tone of the market may be described as good.

Pig Iron—Stocks are being steadily reduced in the Old Country, which will have a tendency to help forward the advance last week. Cleveland warrants are now quoted 5d higher. Locally the demand is slight on account of customers' orders having arrived before the close of navigation. As soon as iron is taken out of store, it is anticipated that prices will become about $1.50 a ton higher. Canadian furnaces are keeping at steady pressure, and will be able to look after the orders that will crop up at intervals. A continuance of the steady demand is expected. Prices locally are unchanged. We quote : Middlesboro, No. 1, $21.50 ; No. 3, $20.50 ; Summerlee, $25.-50.

Antimony—Prices are unchanged, and business remains good.

Ingot Tin—Although little spurts have occurred in prices, the market has not been strong enough to hold them, and the general tone is steady. There is fair business doing. We quote prices $36 to $36.50.

Lead—This metal is a shade weaker in the Old Country. There has been a slight reduction in imported pig, and we now quote $4.90 per 100 lbs. Business is fair.

Spelter—This metal maintains its slowness in demand, and prices are unaltered.

Copper—As we have said, copper has not maintained strength, and there is considerable doubt as to the future. The local price is unchanged at 15½c to 16c. The curtailment of the copper production in the States is awaited with interest. Business is as good as can be expected under the circumstances.

Old Metals—The weakness of copper, added to the condition of the money market, has induced a slumping effect upon old metal prices, and most lines have been marked down. There is little selling being done at present. We quote as follows : Heavy copper and wire, 11 cents ; light copper, 10 cents, heavy red brass, 11½ cents ; heavy lead, 3 cents ; machinery cast scrap, $15.

TORONTO METAL MARKETS.

Toronto, Nov. 22.—A continued decline in tin and lead has been the feature of the week's doings. The former has dropped to 34 cents on the local market, while the latter has gone below the five cent mark, and is now lower than at any time for over a year past. The British Columbia lead smelters are still operating, and there is nothing in the present situation to indicate that it will be necessary to close any of the lead mines. The closing of the copper smelters in British Columbia has forced the shutting down of many copper mines, and 2,000 miners are idle in the Boundary district in consequence. A copper furnace at Trail may also close down. The closing of the smelters has also hit the coke industry.

Depression in the steel industry in the United States has not apparently been reflected on this side of the line, however. The plants of the Nova Scotia companies, at any rate, seem to be operating to the full. The rail mill of the Dominion Iron & Steel Company for one day this week made a new record for Canada, having produced ten hundred and sixty-eight tons in the 24 hours.

The market, on the whole, is in a fair condition with a satisfactory volume of business doing in small lots. Some merchants are, in fact, doing a larger business at present than during the summer, buyers going to them for purchases to keep plants running rather than to the manufacturers. The general decline in prices does not indicate that the bottom has fallen out of the market, but rather that buyers have changed their position and are not purchasing for other than immediate consumption.

Copper—The week has seen little change, prices being maintained at about 15 cents locally. The large purchases when rock bottom figures were ruling a month ago have, in a measure, stopped buying, but there is some business being done, buyers being able to get concessions for large orders. We quote 15 cents per pound.

Tin—Speculative influences in foreign markets have caused a further weakening in this metal and we now quote 34 cents in Toronto. Indications are that buyers for next season will be able to secure stocks at about the 30 cent mark —a fair price considering the movements of the past couple of years.

Iron—Our recent prediction that bar iron would drop has proven correct, some dealers having already cut prices five cents, although the move is not yet general. We quote $2.20 net. The pig iron situation has not changed during the week, the Old Country market keeping firm with a steady movement in the States towards a firmer position at lower prices.

Sheets and Plates—Little buying is being done and no revision of prices will be made until early next year.

Lead—Prices are down this week, as low as $4.90 being quoted for pig lead. The movement is largely in sympathy with the decline in the other leading metals, and it would be as unsafe to prophesy the future of lead as of tin or copper. Spelter and antimony are unchanged with little doing.

Old Materials—Copper and lead scrap are being shaded. Iron is fairly firm and rubbers are weak. Little trade is being done.

LONDON, ENG., METAL MARKETS.

London, Nov. 20.—Cleveland warrants are quoted at 51s 1½d, making prices as compared with last week, 4½d higher.

Tin—Spot tin opened weak at £136 5s, futures at £137 5s, and after sales of 170 tons of spot and 450 tons of futures, closed weak at £135 5s for spot, and £136 10s for futures, making prices as compared with last week £3 5s lower on spot, and £4 lower on futures.

Copper—Spot copper opened weak at £57 17s 6d, futures at £57 15s, and after sales of 200 tons of spot and 700 tons of futures, closed steady at £58 for spot, and £57 15s for futures, making prices as compared with last week 15s lower on spot and £1 15s lower on futures.

Spelter—The market closed at £21, making price as compared with last week 10s lower.

Lead—The market closed at £16 17s 6d, making price as compared with last week 12s 6d lower.

U. S. IRON AND METAL TRADES.

New York, Nov. 21.—The Iron Age to-day says there is a growing feeling among business men that the cowardice or greed of many banks has been a more potent factor in the financial situation than is generally appreciated, and that effective action must come first from that quarter. As it is, however, there is a slightly better feeling in the iron trade, which has settled down to a practical solution of the problems facing it. One fact is being realized, reflected in the order books of the producers, and that is that both consumption and buying are continuing at a rate which appears to be somewhere between 60 and 65 per cent. of full capacity. The buying is in small lots, usually, and only the orders of those are booked whose accounts on former purchases are in a shape satisfactory to the seller. More business for actual consumption could be booked, so that there is a good deal of tonnage in abeyance, of which a considerable proportion will be entered as soon as the financial scare is over.

In the meantime production is being curtailed, although not to the extent which newspaper reports would indicate. The closing down of works is heralded far and wide, but the restarting of some of them within a few days is not recorded. The Steel Corporation is now operating 65 per cent. of its blast furnace capacity, and probably will reduce further until about 50 per cent. is reached. Other interests are similarly reducing output. but the restriction generally is not as great as rumors have it.

Wide currency has been given to the statement that the Steel Corporation had ordered the blowing out of all the blast furnaces of the Tennessee Company, which makes Merchant Pig Iron and that the new owners would not continue in that branch of the business. The facts are that since the United States Steel Corporation has taken possession not a single additional furnace has blown out, and that the corporation will continue to be a seller of the Tennessee Company's Coal, Coke and Merchant Pig Iron.

The pig iron markets have been quiet, and while prices have been irregular and generally lower, the situation has

not been clearly defined. Sales of Southern No. 2 have been made on the basis of $16.25 to $16.50, Birmingham, while in the Central West Foundry iron has been offered at about $18.50, at furnace.

Outside of some export sales of steel rails the new tonnage placed has been exceedingly small, and pending normal financial conditions, the rail mills are closing down.

There have been some good orders placed for plates and the tonnage of new business in wire bars, and tin plate has been very fair. It has been less satisfactory in sheets and tubular goods.

There has been some sharp forcing of old material upon the eastern and western markets on the part of some of the large railroad lines, and further round blocks are being offered. The result has been a sharp decline. It should be stated, however, that some of the railroads have withdrawn their offerings, finding bids unsatisfactory.

U. S. METAL TRADES.

Cleveland, Nov. 21.—The Iron Trade Review to-day says: If similes are permissible, present market conditions may be compared to a sick patient. Financial specialists are working overtime in their efforts to rally the patient, but stimulants so far applied have been ineffective. Nothing can be gained by a discussion of prices, as the patient has no pulse, respiration is slow, circulation sluggish, and there is no apparent appetite.

The curtailment of output tonic referred to last week has resulted in some good, inasmuch as there has been no overproduction by the mills, and jobbers are cleaning up where they can do so, without adding doubtful accounts to their books. A stiffer dose of the same tonic will be applied later in the week.

Business is slowing up faster than at any time since the start of the depression, but manufacturers figure that the sooner the bottom is reached, just so much sooner will the reaction take place. To assist in reaching the bottom, and thus hasten the reaction, the volume of credit business is being reduced, and at the same time its character is being more carefully watched. Manufacturers are accepting suspensions and cancellations after a careful scrutiny of reasons for the same, and no effort is being made to force material upon unwilling customers.

The United States Steel Corporation has 38 of its blast furnaces blown out. The H. C. Frick Coke Co. has shut down one-third of its coke ovens in the Connellsville region. The Jones & Laughlin Steel Co. has suspended operations on the construction work at its new Aliquippa plant and other curtailments are coming.

OUTLOOK FOR COPPER.

New York, Nov. 16.—One of the ablest of F. A. Heinze's assistants in his fight against the Amalgamated Copper Company is P. A. O'Farrell, who, in an interview, explains the closing down of copper mines in the Western States and in British Columbia in the following illuminating statement:

Four months ago when the United Metals Selling Company had pegged copper at 22 cents a pound, I predicted that copper metal would sell at twelve cents a pound, and showed that there was already a copper accumulation of 250,000,000 pounds. I was denounced for my frankness at the time. My predictions were ridiculed, and the existence of a vast copper accumulation was denied. C. B. McDonald now tells me that President Broughton has sold in Europe 110,000,000 pounds of copper for $12,000,000, and some 60,000,000 pounds besides at higher prices. So the United Metals Selling Company has sold 160,000,000 pounds of copper and has 40,000,000 pounds still left. Not only that, but as agents they are now accumulating 7,000,000 pounds of Amalgamated monthly and 15,000,000 pounds from Utah Copper, Utah Consolidated, Osceola and other sources. Notwithstanding all the Copper Trust has sold and all it has on hand, and all the mines it has closed down, 20,000,000 pounds of new copper come into its possession every month. Calumet and Hecla is producing 8,500,000 pounds of new copper per month. W. A. Clark is producing 2,500,000 pounds, Granby 2,500,000 pounds, Utah Copper 2,500,000, American Smelters and United States Smelters produce as a by-product about 12,000,000 pounds monthly.

And More Coming.

We have a world's total monthly production of 122,000,000, or 4,000,000 pounds of new copper produced every day. J. B. Haggin is preparing for an increase of 6,000,000 pounds a month. The new furnaces to make 100,000,000 pounds of copper yearly are nearly completed, and Mr. Haggin can make this copper for less than five cents a pound. Nevada and Utah are getting ready to produce an additional 200,000,000 pounds of copper yearly at eight cents or less.

It must be remembered that the Utah Copper Company make 50,000,000 pounds a year at a cost of eight cents; that Calumet & Hecla can make 100,000,000 pounds at the same cost; that Granby can make 50,000,000 pounds at eight cents. In fact, the copper mines of the world can produce 1,000,000,000 pounds of copper yearly at a cost of less than ten cents a pound. Within another year Utah and Nevada alone can produce 600,000,000 pounds at eight cents.

Survival of the Fittest.

Let us weigh these facts carefully and calmly. There is no use losing one's temper or throwing mud because of them. The United States of America will produce within a few years 1,000,000,000 pounds of copper, at a cost of eight cents and less. That is the first and most important fact of the copper situation. That means that the great law of the survival of the fittest will prevail in copperdom as elsewhere. All the frenzied shrieks of financial night owls cannot alter nature's laws. Demand and supply will govern the copper trade, and the mines that can make copper cheap will survive, while the others must shut down till another copper boom dawns.

It costs Anaconda, Butte & Boston, Butte Coalition and Boston & Montana and Parrott and Nashoe above twelve cents a pound to make and sell copper. The Amalgamated Copper Company was organized with the idea of inflating copper metal to seventeen cents, and keeping it there forever, or at least till the Amalgamated insiders had unloaded all their Amalgamated stock. With copper selling at seventeen cents, Amalgamated would be worth par; with copper selling at twelve cents, Amalgamated may be worth $10 a share, but no more.

Cannot Corner Copper.

All the money of the Standard Oil and the Rothschilds combined cannot keep copper permanently above twelve cents a pound. The Rothschilds and Standard Oil can put copper again to seventeen cents and keep it for a year, but as certain as night follows day copper would eventually fall to lower prices than ever.

High prices for copper set the Japanese and Spanish-Americans and Australians and prospectors all over the world searching for copper. The result has been the development of great new copper deposits from Central Africa to Manchuria, from Behring Strait to Cape Horn and from Panama to Newfoundland. The result is a production of 4,000,000 pounds of copper in every twenty-four hours and a world's consumption of only 2,000,000 pounds a day. If financial and business conditions were right the world could use up 4,000,000 pounds a day.

Drunk With Prosperity.

But conditions are not right. The world has been drunk with prosperity and inflation, and it is sobering up or suffering a recovery. It will take the nations of the earth two or three years to recover from financial and industrial debauchery. It will be three years before the world will need 4,000,000 pounds of copper for its daily use, and a great many more mines must close down and remain closed for years in order to end the demoralization in the copper trade. Copper will go to ten cents and less and stay there for many a long day. Nevada and Utah and Arizona and Michigan and Mexico and British Columbia can supply the world with copper produced at eight cents a pound till the 400,000,000 or 500,000,000 pounds of copper accumulated recently has been used up. I shall not attempt to predict how long it will take to clean up the surplus. It will take two or three year at least, and it may take longer. I shall be told that to give publicity to these facts at the present time is to hurt the stock market. The Rothschilds and the insiders in Standard Oil coppers know these facts, and they are taking advantage of them to unload their copper stocks on innocent investors in Europe and America.

Quebec and Maritime Provinces

Bad Outlook for Lumbering in Maritime Provinces—Valuable Paint Mineral Deposits Controlled by New Brunswick Hardware Firm—Important Mineral Discovery at Cape Breton.

ST. JOHN

St. John, N.B., November 19.—Business continues good for the time of year. The retailers are actively engaged in preparing for the Christmas season and indications point to a brisk trade. The hardware stores are all looking very neat and attractive, and more attention seems to be given to have a bright and showy interior and striking window displays, at the present time than has been the case in the past. St. John's hardware stores stand second to none in appearance and general efficiency.

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The first winter port steamer of this season, the Tritonia, of the Donaldson Line, left Glasgow on Saturday for this port with a large general cargo. The indications point to a very successful winter's business.

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Frank N. Clarke, son of the late Thomas Clarke, of St. John, died suddenly on Oct. 30 at Belfast, Ireland, from heart trouble, aged 38 years. Deceased was a native of this city, his father having been a partner in the hardware firm of Clarke, Kerr & Thorne. About twelve years ago he and his sister left here to take up their residence with their uncle in Belfast.

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J. C. Carter, a well known plumber, of Amherst, has leased a shop in Sackville and will open for business there this week.

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There is a general belief among lumber operators and shippers that the total log cut in this Province and Nova Scotia will be fifty per cent. less than that of last year, and the reduction may even be greater than fifty per cent. Whether the cut will be more than fifty per cent. less will depend a good deal on the condition of the market in the Old Country. If it should improve by the first of the year it would still be possible for portable mills to go into operation and add considerably to the aggregate cut. There is no doubt whatever that there will be a big reduction in the cut on the large streams throughout the Provinces. However, the large mills have a large stock of logs on hand from last winter's cut, and will therefore have plenty to keep them busy next summer.

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Charles Dietrich, of the Dietrich Saw Company, Galt, Ont., is in the city.

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Soon after the fire of July 15 at Hartland, Hagerman & Baird purchased the Forester's Hall for their machinery business and since that time the village has been without a suitable place for a public entertainment. Now, however, the second storey of the building has been converted into one large hall, with a capacity for 500 people.

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W. Frank Murphy, representing the Magnolio Metal Co., is calling on the trade here this week. He reports business good.

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Mr. James is calling on the trade in the interests of the Montreal Rolling Mills.

NEWCASTLE, N. B.

Newcastle, Nov. 18.—The rich iron deposits lately found near Bathurst, in Gloucester county, are believed to extend across the country nearly to the northwest Miramichi. From Newcastle up the northwest for some distance are deposits of iron oxide forming a natural red paint, which deposits are considered a continuation of the iron strata.

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John Ferguson & Sons, one of Newcastle's hardware firms, have large areas of the paint and are seeking to place it on the market. Prof. McCallum, of Dalhousie University, analyzes it as follows: Oxide of iron, 92.76 per cent.; silica, 4.52; alumina, 1.36, and the rest moisture. No preliminary grinding is necessary to prepare it for use as a pigment. Merely mixed with oil it becomes a paint of good color and exceptionally good covering qualities. It gives a glossy red coating, and will kill out other colors with which it comes in contact. The mineral is very soft and heavy, fireproof, and has no affinity at all for turpentine. Dissolved in water it forms a barometer, in fine weather settling to the bottom, and rising to again cloud the water before a storm. There is lots of this oxide on the Northside and its owners hope to revolutionize the paint industry.

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The lumber cut on the Restigouche River this winter is estimated at 35,000,000 superficial feet, as compared with 52,000,000 last season. All the lumber, old and new, which came down the Restigouche River last spring was 75,000,000.

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James Beveridge, who failed to persuade the Newcastle people to grant him a free site, free water, nominal taxation and several other favors, in return for erection of a paper mill here, is now in England floating a new company. It is understood that he will build in Millerton on the Southwest Miramichi, a few miles above here, on a stream controlled by the Miller Tanning Extract Company with whom he will probably join forces and amalgamate. Millerton's future looks bright from an industrial standpoint.

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The Richards Company, at Campbellton and other north shore mills, have shut down for this year. The stocks of round lumber carried over this year will not be large, and very little manufactured lumber will be left over.

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The Chatham, N.B., rossing mill has sent out $200,000 worth of blocks this season. It is controlled by the International Paper Co. The Miramichi Lumber Co. are installing rossing machinery into another mill at Chatham, and will build another at Douglastown, where also a paper mill is talked of.

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Fred. C. McLaggan, lumber operator of the Nashwook, has assigned to Sheriff Sterling, of Fredericton.

HALIFAX.

Halifax, N.S., Nov. 18.—The hardware jobbers consider trade very satisfactory for the season of the year, and there is considerable activity in a number of lines. While the orders are not large, they make up in number what they lack in quantity. Shovels are selling quite freely, and there is a heavy demand for black sheet iron, which is quoted at $2.65 for 24 gauge.

Notwithstanding the fact that the lumber operators in Nova Scotia will reduce their cut this year, there has been a fairly good demand for axes and saws. Axes are quoted at $6.50 for single bit and $13 for double bit. The cause of the operators lessening the cut is due to the overstocking of the British deal market and the low prices prevailing at the present time. Nova Scotia's deal export to the British market is very heavy, and the operators say that it will pay them better to keep the timber standing than to sell it at the present prices. The smaller mills feel the condition much more than the larger ones.

Ingot tin is quoted 35 to 36 cents, and turpentine at 83 cents per gallon, by the barrel, and 88 for smaller quantities. Raw oil is worth 65 cents per gallon by the barrel and boiled 68 cents.

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Crump & Perrier, plumbers, the owners of a valuable business site on Barrington Street, have commenced the erection of a brick building thereon. The new structure will be of two stories and will contain three stores on the ground floor.

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While inspecting the iron ore deposits at Barrachois, C.B., owned by Sheriff Ingraham and Robert Watson, Mr. Carmichael, mineralogist, who visited Cape Breton with a party of New York and western capitalists, discovered on the above area a large and rich deposit of black oxide of manganese. Mr. Carmichael, who was inspecting the property, on instructions from his party, with a view of purchasing, pronounced

the new find as one of the richest he has yet discovered, and he has taken a sample of the mineral to New York to have it assayed.

* * *

J. W. Ford and George S. Baker, Philadelphia capitalists who have been spending some time in Nova Scotia, returned home to-day. Before leaving they stated that their investigations of Nova Scotia mining properties would likely result in the investment of additional American capital in the province to the extent of one million dollars or so. They have secured options on several properties and sent quite a quantity of gold to the assay office at Philadelphia. The properties in which they are most interested are at Moser's River.

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The S. M. Brookfield Co., Limited, has been awarded the contract for an extension to the county court house on Spring Garden Road. The addition will be of freestone, and the contract price is $25,000.

Reported by Ontario Correspondents

Kingston Merchant's Novel Display Method—Hard to Enforce Cash System—Merchants Looking for Colder Weather — London Stove Dealer After Mayoralty.

KINGSTON.

Kingston, Nov. 19.—Trade in hardware continues good. Since the price of bread has advanced, a great deal in Kingston, the thrifty housekeeper has had to get down to business and instead of buying bread for the family, is making it herself, and this necessitates a larger sale of baking tins, breadmakers, and other kitchen utensils used in this line. For this reason many of the dealers have been advertising their various lines of breadmakers lately. A number of the merchants are thinking out and preparing the different designs for their Christmas windows, and goods for the Christmas trade are arriving daily.

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A few improvements are being added to W. A. Mitchell's hardware store, in the way of showing the goods on the shelves. Mr. Mitchell has the front of his counters made in the form of a show case, which has proved a very helpful and time-saving arrangement. The shelves are to be made on the same plan, having sliding doors of glass, so as to enable the customer to see at a glance a far larger and better assortment of goods than he could by having the clerk show the different articles over the counter. This plan of showing goods, besides being a great help to both the customer and the clerk, makes a decided improvement and adds much to the appearance of the store.

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The goods and machinery of the Stanley Smelting Co., that have been lying at the Kingston & Pembroke Railway roundhouse since June last, were sold by Sheriff's sale last Friday. The goods consisted of two carloads of machinery such as is used in general smelting work, and an assortment of timber of different sizes and shapes. The goods were sold by Alexander M. Manson, of the Bay of Quinte Railway Company, the above company securing a judgment against the Stanley people. Some of the articles, mostly chemicals, were not sold, as the A. R. Williams Company, of Hamilton, had a lien on them. Very little of the goods offered for sale were bought in by the smelter people, most of the material going in small lots to different citizens. A 20 h.p. gasoline engine was purchased by the Canadian Fairbanks Company for $300. Mr. Cushman, manager of the smelter company, said that the above machinery was sent here in June from Bannockburn to be used in the new plant here. The company then came in for a little hard luck and the plant was seized. He stated that their works would be nearly completed here by spring and that they would be in full running order shortly.

HAMILTON.

Hamilton, Nov. 19.—The past week has seen a burst of trade among the retail hardwaremen and they all report business conditions very much improved. Since the fall season has set in, business has been rather tame, owing to the condition of the money market and the inactivity of between-seasons. The approach of the Christmas season is thought to be partly responsible for the pick-up in trade, as wise buyers are anticipating their wants before the busy time sets in. What the merchants are looking for now is genuine winter weather, which is sure to create a demand for skates, sleighs and all the other incidentals to the arrival of the ice and snow.

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Despite the fact that the retail hardware merchants in other cities seem to be doing considerable thinking over the early closing idea, local members of the trade are immune from any such considerations. The early closing movement has been in vogue for some years among the hardware dealers of this city and it is very rarely that a store is kept open after 6 o'clock at night, except on Saturday. The movement seems popular and the purchasing public does not suffer by it.

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The extensive building operations which are being carried on on the premises of the Canada Screw Company, as a result of the amalgamation of that firm with the Ontario Tack Company, are well under way, and the exterior work of some of the buildings is almost completed.

* * *

Hon. Adam Beck, of London, has leased the factory at the corner of Bay and Murray streets, this city for a term of years, and will immediately proceed to install the machinery for the new box business which he is establishing here. Mr. Beck spends considerable of his time in Hamilton now in connection with the Government power scheme and business matters, and while it is currently rumored that he intends taking up his residence here, and that he will be given political backing in this community, the honorable member for London will not confirm the reports.

LONDON.

London, Nov. 20.—Wholesale and retail hardware dealers continue satisfied with the trade situation and appear most optimistic as to the outlook.

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The Wilcox Manufacturing Company are at present taking stock and meanwhile their establishment is closed down.

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Ald. Sam. Stevely, President of the London Board of Trade, and one of the city's leading stove and tinware dealers, announces himself in the field for Mayor for 1908. Mr. Stevely has for a number of years been in the Council, and two years ago unsuccessfully contested the Mayoralty. His friends, who are many, confidently believe he will this time land the prize. If he does, he is certain to make a capable chief magistrate.

* * *

Beginning Monday last, the extensive works of the McClary Manufacturing Company were thrown open to the children of the various schools of the city. The children will be taken through the works at 3 p.m., when the metal is being poured. On Monday the pupils of the Model School were the visitors; Tuesday, Aberdeen School; Wednesday, Chesley Avenue School; Thursday, the Rectory Street School, and Friday the Lorne Avenue School. All visitors, whether attending the schools or not, will be welcomed at the same time.

* * *

The Canadian International Gas Company is about to apply for a franchise to operate in London and put natural gas into competition with the manufactured article as well as electricity. C. H. Gowman, of Detroit, one of the directors of the company, was in the city this week and outlined their plans. He says the company will be able to sell natural gas to Londoners at thirty cents per thousand feet. At present gas costs London consumers ninety-five cents per thousand, so it will be seen that if the company can make good it will be a big thing for the citizens. Mr. Gowman says the only matter now standing in the way is a doubt as to the amount of gas the company at present have at their disposal. They have under lease hundreds of square miles which have not yet been tapped, and eventually they will be in the field in London, which is almost midway between their fields in Tilbury and those near Paris. The piping of gas a distance of sixty or seventy miles would not be either the most difficult or expensive part of the business, says Mr. Gowman. It is likely the company will prospect for gas all along the

line, and bring the source of supply closer to the city. In the event of the company obtaining a franchise, they would first try to buy out the City Gas Company in order to obviate the necessity of laying new mains. The company has a lease of the Six Nation Indian reserve, which covers 52,700 acres in one block, being ten miles long by nine miles wide, comprising ninety square miles in the heart of the Niagara gas field. Already an eight-inch gas main goes into Brantford and Hamilton, with which cities the company is now negotiating. Among the officers and directors of the company are several well known Canadian and United States financial men.

* * *

Among the big buildings in contemplation for next season is the erection of a $40,000 addition to St. Joseph's Hospital, plans for which are now being prepared. This hospital, already one of the finest in the Province, is conducted by the Sisters of St. Joseph.

INGERSOLL.

Ingersoll, Nov. 20.—As a rule, merchants generally look forward to the dull days of autumn as a time when there is a falling off in trade. It is at this season of the year that the farmers are making every day count, and to those who have the leisure time nature offers but little inducement to be out of doors. While this is a period during which trade is invariably affected, the present season seems to have been the exception, not only with the hardware merchants but with the merchants in general. They are unanimous in stating that they have had a most successful fall trade, experiencing but very little of the dullness which is characteristic of between seasons. This is probably accounted for by the fact that the farmers especially have the cash—as they never before realized such long prices for their produce—and if they only come to town once a week instead of two or three times as early in the year, the merchants have benefited by their visit. Trade relations here are in a very healthy state. The cold weather and snowfall of a week ago imparted a decidedly wintry aspect, which gave business an impetus that seemed to herald the Christmas rush. Many people have to be impelled by circumstances and the wintry spell during the past few days reminded not a few that there was still unfinished work. The result was that the hardwaremen have had a very busy week, and as the Christmas season is fast approaching, they are all well pleased with the trade outlook.

* * *

The uniformity that marks the industrial activity here throughout the year is something of which every citizen here is proud. While the money stringency has had a somewhat disastrous effect in many places and reports have gone abroad of mechanics being laid off by the hundred, the wheels of industry continue to revolve here uninterrupted, in fact some of the factories are compelled to work overtime in order to keep up with their orders. The stability of Ingersoll's factories is widely known. They afford employment to a large number of workmen and with harmonious relations on every side there is a combination of circumstances which makes the town prosperous.

* * *

Niagara power being an absorbing topic throughout Western Ontario, Ingersoll's position in this connection will doubtless be of interest to readers of Hardware and Metal. Ingersoll was one of the first towns to contribute her share towards the preliminary expenses in regard to the great power scheme, and it has never allowed interest to wane. The stage has now been reached where the council has taken the first step in regard to the distribution of the "white coal," but a rather peculiar circumstance has to be contended with. It has been pointed out that the Ingersoll Electric Power and Light Company has a perpetual and exclusive franchise. This means that it will be necessary for the town either to acquire this plant or make some arrangement with the company to distribute Niagara power, before entering into the contract with the Hydro-Electric Commission. Some time ago the electric light company stated that $55,000 was the price which they wanted for their plant, which was regarded by many as being exorbitant. The council at Monday night's meeting referred the question of Niagara power to a special committee, instructing them to procure the services of an electrical engineer to furnish them with a valuation of the plant. In the event of an amicable settlement being impossible the matter of acquiring the plant will in all probability be left to arbitration.

WOODSTOCK.

Woodstock, Nov. 15.—Woodstock is feeling the effects of the prevailing scarcity of money and the situation is as serious as it can become without interfering to an alarming extent with business operations. A few days ago the Canada Furniture Manufacturers, one of the largest industries in the city, laid off sixty men, and the remainder are working only eight hours per day instead of the accustomed ten. In fact, most of the local manufacturing establishments are working short time, and also in most of them occasional hands are being dropped off. The situation has induced the city council to decide to lay over the proposed bylaw for a new city hall, which was to have been voted upon at the coming elections, for another year, as it was felt that it would be submitting it to certain defeat to ask the people to sanction an expenditure of over $60,000 at the present time. The scarcity of money reacts on all kinds of dealers, grocers especially, and hardwaremen to a lesser degree, for when the people haven't got money, it is certain that they cannot spend it. What is spent is pretty much for actual necessities, and luxuries are not on the lists of many people just now. Most households where the men are wage earners are finding it absolutely necessary to cut down living expenses in proportion as their incomes have been cut.

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It is very nice to talk about cash business, and the theory is a beautiful one, but in times like the present, it is difficult to carry the theory into practice on all occasions. Perhaps a man has been a good customer for years, and has paid cash or paid accounts promptly when rendered. Now, he is out of work for the time being, or is on short pay. He comes along and wants something for running his house and says he hasn't the money just then to pay for them. What are you going to do about it? There is an important problem involved. Perhaps the business man is just as hard up as the buyer and needs the money badly to meet his obligations, yet if he refuses the man credit he offends a good customer likely for all time, and the man's trade goes to his rival. Local dealers are running up against these problems every day now, and do not find them easy to answer. They are living in hopes that present conditions will not last very long, and meanwhile have to deal with each case as it comes along, and can lay down no hard and fast rule by which to guide themselves.

* * *

Two little occurrences in this city during the past few days show that honesty is not all extinct in this world, despite pessimistic utterances of those who look only at the dark side of things, though sometimes that same honesty takes a long time to make itself visible. One day last week a well dressed stranger walked into the Hotel Oxford, and paid the clerk seventy-five cents on a nine year old debt. He said that nine years ago he had stayed at the hotel over night and had his breakfast. He was dead broke and skipped out without settling. He said the incident weighed on his conscience all these years, and he took the first opportunity of coming back to the hotel and paying the old debt personally. Then he left the hotel, without revealing his identity. The other was more remarkable still. A woman entered the customs office and insisted on paying the duty on a dress worth $30 which she smuggled into this country thirty years ago. She said her conscience had given her no peace since that time, and she insisted upon paying thirty dollars, but the officer would only accept $10.50, which was the duty, calculated at the present tariff rate.

CHATHAM.

Chatham, Nov. 19.—Geo. Stephens & Co. have the contract for installing the new eavetroughs on the west side of the city market. The work will be much appreciated by outside marketers.

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Robt. Riddell & Sons have completed the new fire escapes at the Central School, and the work has passed the eagle eye of Fire Chief Pritchard, who speaks highly of the job.

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Jas. Cornhill left on Monday to attend the annual convention of the Canadian Clay Products' Manufacturers at Ottawa. Mr. Cornhill is second vice-president of the association.

* * *

R. J. Lambert has resumed his duties at Crosby's hardware store, Highgate.

* * *

Thamesville is voting this week on a proposition to bonus the Thamesville Box & Handle Co. to the extent of $7,500 with a fixed assessment of $2,000 for 10

years. The factory is to cost not less than $12,000, and to employ 25 hands the year round. Jas. Galloway and D. J. Davies are behind the enterprise.

* * *

Jas. Watt & Sons are remodeling the steam heating system in the Roman Catholic Church at Wallaceburg.

* * *

Leamington claims to lead all towns of its size in point of building operations this year. So far, upwards of $60,000 has been spent.

GUELPH.

Guelph, Nov. 19.—The time of the year has come when the report of "hard times" is circulated by the pessimists. So far, Guelph has been fortunate in having escaped any bad closing down of shops. Though some of the local hardware and builders' material manufacturers have reduced their working hours from ten to eight per day, there is no serious discharging of workmen, resultant upon over-stocking, except in the summer goods line.

S. &. G. Penfold show a pair of artistic windows this week. One gives pointers in heating to prospective stove buyers, while the other shows a nicely arranged assortment of lamps. McMillan Bros. make a fine showing of carpenters' and mechanics' tools.

* * *

Engineer Davis and the Waterworks Commission have brought in their report, in which they recommend the expenditure of $125,000, to install a system of pure drinking water and an efficient fire protection. This $125,000 will also make provision for the laying of new mains and house services to the extent of $5,000 or $6,000 next year, which, of course, does not properly belong to the total cost of installing the plant.

* * *

The by-law to provide $13,000 to build a new school in St. Patrick's Ward was given its final reading at Monday night's meeting of the City Council. The tenders will be awarded in about a month. Work will not be started till next spring.

Canada's Western Provinces

Edmonton Hardwaremen Close Early in Spite of Repeal of Early Closing By-law—Clerks to Conduct Skating Rin k in Spare Time—Prince Albert's Growth—Calgary Wholesalers' Excursion.

EDMONTON.

Edmonton, Alta., Nov. 12.—The repeal of the early closing by-law in Edmonton has not affected the hardware merchants in the city very much, although both the employers and clerks are in favor of the act for the sake of the principle involved. Every evening, with the exception of Saturdays and days before holidays, the hardware stores in the city are closed at six or six-thirty, the merchants finding it just as profitable in their business, and indeed, realizing more from it in the increased excellence of the service given by their employes when they have their evenings free to devote to pleasure or recreation of some kind.

* * *

The hardware clerks in the city are again discussing the formation of a hockey team for the coming winter. There is good material among the boys, and if they organize they should be able to give a good account of themselves. Last year the employes of Ross Bros., hardware merchants, organized a hockey team and stood well up in the city hockey league, although they did not win the pennant.

* * *

During the present fall hardware merchants in the city report having done a very satisfactory business in guns and ammunition. The shooting in this district was good, prairie chickens being especially plentiful, and the ideal fall weather has tempted many lovers of this sport to take a few days' outing and get some shooting.

* * *

The construction of a large million-dollar railway bridge over the North Saskatchewan river by the Canadian Pacific Railway Company, in order that they may run their trains into Edmonton, instead of stopping at Strathcona, as at present, will be one of the features of next season's work in Edmonton. Plans and specifications are being prepared by the company, and it is expected that an agreement will be signed with the city before the end of the year. In connection with the railway bridge will be constructed a traffic floor and a floor for a street railway line, to be paid for jointly by the city and the Alberta Government.

* * *

Work on the Griffin packing plant, which is being erected east of the city, was stopped this week and 175 workmen were laid off. Financial stringency in the east and in the States is given as the reason for the cessation of the work. It is stated, however, that the work will be proceeded with next year and the plant will be completed and in operation before the fall. It is rumored that the big packing firm of Swift & Co., are behind this enterprise, which will mean so much to Edmonton and to the whole of western Canada.

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Jas. Stovel, proprietor of the Stovel Hardware Company, in this city, is a director of the Alberta Poultry and Pet Stock Association. At a meeting of the directors of this association, held recently in Mr. Stovel's hardware store, it was decided to hold a poultry and pet stock show this year. The Alberta Government will be communicated with and arrangements made to have the show held near the date set for the provincial seed, grain fair, and stock judging school conducted by the Agricultural Department of the province, in order to lessen expenses. The dog exhibit will be eliminated this year as a Kennel Club has been formed in this city.

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The Retail Clerks' Protective Association will hold a meeting shortly to receive their charter. It is probable that they will also discuss steps to be taken to have an early closing by-law passed again.

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Hardware merchants, like other business men in Edmonton just now, are feeling the financial stringency, and efforts are being made to make their business as much a cash business as possible. This has been rendered necessary by the action of the banks in the west shutting down on loans.

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Some enterprising hardware clerks in the city are making plans for conducting an open-air rink in Edmonton this winter. They will employ their leisure time looking after this rink. It should prove a good investment.

CALGARY.

Calgary, Nov. 15.—The second of the series of excursions inaugurated by the Hundred Thousand Club, of Calgary, has just been successfully finished. The excursion train, consisting of a baggage car, four first-class day coaches and two standard sleeping cars left Calgary Oct. 30, and arrived at Edmonton that evening. Thanksgiving Day was spent in Edmonton and Strathcona, and the train started on the return trip Friday, Nov. 1, visiting towns that were not called at on the going trip, and also taking a side trip on the branch line from Lacombe to Stettler, arriving in Calgary on the morning of Nov. 2.

From 30 minutes to 3 hours was spent in the different towns, thus allowing the Calgary wholesalers to meet their customers in a social way. One hundred and seventy-five people took advantage of this exceptional opportunity to see the northern portion of the Province of Alberta.

The first excursion visited the southern portion of the Province on Aug. 6 to 8. The object of these excursions is to become better acquainted with the different districts tributary to Calgary, and increase, as well as hold, present trade done throughout these districts by the ninety-five wholesale houses located in Calgary.

SASKATOON.

Saskatoon, Nov. 16.—It has been decided that Saskatoon is to have another rink to accommodate Riverdale curlers and skaters. Those interested in the matter held a meeting a few nights ago and as a result a temporary building will be erected this year. The rink will be commenced at once and will be 175 feet by 74 feet.

* * *

At the request of Chief D. M. Leyden a general meeting was held last week to reorganize the city fire department. The meeting opened with a few words from Mayor James R. Wilson to the chief and his men. His worship congratulated them on their work during the year

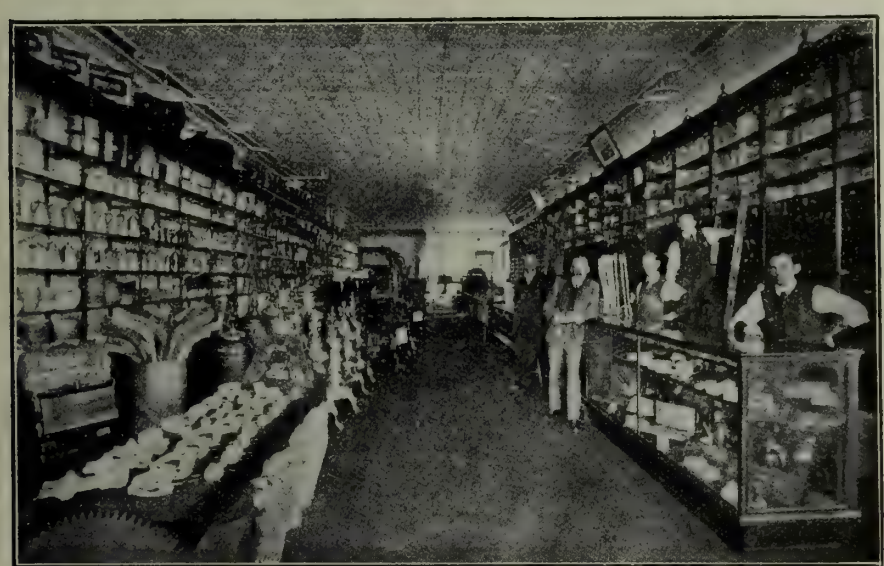
and thanked them for the services rendered to the city. It is proposed to have a paid chief, engineer and driver, and it is expected that volunteer men will receive some remuneration for every practice and every fire call they respond to. It is intended that a new hall will be commenced at the central station, and a new station will be built on Twenty-first street, to cover the western part of the city. Mr. Leyden is a prominent hardwareman and has done some active service as head of the department.

PRINCE ALBERT.

Prince Albert, Nov. 16.—Like other western towns, this place has had a good share in the building industry this year; this has, in fact, been the greatest and most prosperous year in its history. Building operations now total over $1,000,000, and before the year is out the total value of buildings begun this year will be about $1,200,000. Both lumber and brick are manufactured on the spot, thus saving freight charges, and it is calculated that if the same prices had to be paid for building materials that other places have to pay, building operations would total at least a third more. The increase in business has made a greater demand for more commodious buildings. There are no vacant business blocks, and new buildings being erected are usually rented in advance. The following is a list of those which have reached the $2,000 mark and over; St. Alban's Ladies' College, $8,000; Prince Albert east school, $15,000; high school, $100,000; Roman Catholic church, $165,000; Victoria hospital addition, $15,000; electric power house, $8,900; fire hall, $10,000; Stewart & Sanderson block, $5,000; Baker & Eaton block, $20,000; James Sanderson block, $20,000; Wm. Knox, block, $9,000; O. B. Manville, residence, $6,000; Mr. Sutherland, residence, $2,500; Presbyterian manse, $6,200; T. Merton, two frame dwellings, $5,000; S. J. Donaldson, dwelling, $6,000; H. E. Ross, office, $7.000; J. Macdonald, dwelling, $3,200; B. L. Clemons, dwelling, $3,000; Wm. Krag, four dwellings, $7,000; J. McKeown, dwelling, $3,500; R. Englis, three dwellings, $2,750; G. Stalker, three dwellings, $2.250; T. E. Baker store and dwelling, $15,000; G. W. Baker, residence, $10,000; Mrs. A. Holmes, dwelling, $2,800; I. E. A. Haw dwelling, $2,000; addition to orphanage, $4,400; Rev. W. S. Moore, cement block, $17,000; Dr. P. D. Tyerman, brick hotel, $24,000; Baptist parsonage $3,000; A. McDonald, residence, $7,000; J. L. Pollock, officer, store and billiard room, $10,000; Prince Albert Times, office, $2,500; Dominion Government, immigration shed, $3,000. A considerable amount of building operations were done during the year which were not covered by permits: C. N. Railway roundhouse $40,000; C. N. Railway bridge, $275,000; Prince Albert Lumber Co., $135,000. Permits were issued last year for the Presbyterian church and the McKay & Adam block, but they are still in the course of construction.

WELL ARRANGED WESTERN STORE.

In the accompanying illustration an interior view is shown of one of the progressive hardware stores to be found in the Western Provinces, the store being that of Smith & Gaetz, Red Deer, Alta. As will be noted, the store is of good depth and a large and varied stock is carried, the fixtures being also of the most modern type. A selling staff of five is large for any store and it indicates that Smith & Gaetz do a large and satisfactory trade.



Interior of Smith & Gaetz's Hardware Store at Red Deer, Alberta.

One side of the store is devoted to shelf goods, a traveling ladder being used to reach the upper shelving. The metal ceiling is high and unencumbered with goods, the floor space being also kept clear for the use of customers and for the display of the line of stoves stocked on the household goods side of the store. Other commendable features in the general arrangement are the display of skates on the cloth-covered table, the showing of carpet sweepers, hockey sticks and asbestos sad irons in the front, the high hung lighting fixtures and the elevated office at the rear of the store.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

BUSINESS CHANCE.

MAN who understands hardware business thoroughly would invest few thousand dollars and take part interest in paying hardware business in west. At present manager of successful hardware business handling general hardware, stoves, plumbing goods and electric supplies. Teetotaler. Address Box 668, HARDWARE AND METAL, Toronto. [50]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Nice hardware business in Southern Alberta; stock about $2,000; property, $1,800; ill health reason for selling. Apply Box 669, HARDWARE AND METAL, Toronto. [50]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Tinsmiths who want to learn pattern drafting to write for full particulars, cheapest and best course in existence. Address The Sheet Metal School, Galt, Ont. [48]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED traveller—Paints, Varnishes, Glass and Sundries—is open for engagement on 1st December. Box 666, HARDWARE AND METAL, Toronto. [47]

FIRST-CLASS hardware traveller thoroughly posted in general and heavy hardware, stoves and plumbing supplies with a solid connection among the very best merchants in the above lines in Eastern and Northern Ontario will be open for engagement, Jan. 1st. Address Box 667, HARDWARE AND METAL, Toronto. [50]

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Nov. 22, Room 511, Union Bank Bldg, Winnipeg, Man.

Although sales are not so heavy as at this time last year the total volume of business is large and there is a better feeling among the trade.

Rope—Sisal, 11c per ℔., and pure plain galvanized, 6, 7 and 8 $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 ℔s., $3.22½; $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per ℔. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55, square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45¼c; copper, No. 10, 47c; copper, No. 12, 50½c, assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10K Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo, tarred, 69c.

Ammunition—Etc. — Cartridges, rim 50 p.c.; pistol sizes, 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 ℔s., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 ℔s., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 44c per ℔.; plain, 39c.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' HOUSE PAINT

is our attainment—it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G.F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

MALTHOID READY ROOFING

A Fire Resisting Roofing Adapted for all Classes of Roofs, Besides Being Climatized for the Severity of the

WESTERN CLIMATE.

FOR SALE BY ALL RELIABLE DEALERS.

The Winnipeg Paint and Glass Co.

WINNIPEG Limited CALGARY

65 ; 26, $4.65 ; 28, $4.50 ; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28, $5.15.

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10 ; IX charcoal, 20x28, $12 ; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50 ; 20x28, $3.80 ; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c ; solar red engine, 30c ; Atlantic red engine, 29c ; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c ; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.-50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c ; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 70c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

WESTERN TRAVELERS' ASSOCIATION.

At the annual general meeting of the Northwest Commercial Travelers' Association held recently, President J. E. McRobbie occupied the chair.

The nomination of officers and directors for the ensuing year resulted as follows : President, Geo. Wilson, acclamation ; vice-president, A. S. Lock, acclamation ; treasurer, L. C. MacIntyre, acclamation ; for Winnipeg directors, (eleven to be elected). D. J. Dyson, E. L. Thomas, John Brockest, A. C. Wayte F. H. Nesbitt, Chas. Holden, H. W, Lethbridge, G. A. C. Barrett, J. E. Holland, J. A. McTaggart, F. W. Adams, Wm. Stitt, A. McAllister, R. J. Henderson, C. O. Macdonald ; vice-president for Calgary, E. Dogg, B. W. Libby ; vice-president for Edmonton, Geo. Stockand, F. M. Morgan ; vice-president for Regina, P. Cooper, by acclamation ; vice-president for Vancouver, L. D. Bailey, by acclamation ; directors for Vancouver, (two to be elected), C. M. James, C. P. Egan, W. J. Linton, C. C. Mellish ; vice-president for Victoria, Herman Erb, by acclamation ; director for Victoria, R. A. Creech, R. B. Berks ; director for New Westminster Fred. J. Lynch, by acclamation ; director for Kootenay, Harold Wright, by acclamation.

It was decided that the new building should be formally opened by a conversazione on Dec. 30 for the travelers and their lady friends, expenses of same to be borne by the association. A committee comprising the following were appointed to carry out all necessary arrangements : E. L. Thomas, chairman; A. S. Lock, J. M. Lamb, A. E. Wayte, M. McGowan, W. W. Bole, F. H. Nesbitt, Geo. Barrett.

CANADIAN AXE OPPORTUNITY.

An opportunity for axe manufacturers is disclosed in the latest report to Ottawa from D. H. Ross, the Trade Commissioner at Melbourne, Australia. He writes as follows : "On account of the recent advance in prices of brands of American axes which are popular in Australia, advantage has been taken of the opportunity to supply importers throughout these states with the names of leading Canadian axe manufacturers who are capable of doing an export business. At the present time there is a scarcity of stocks of American axes in both Melbourne and Adelaide, and such a condition is likely to continue while manufacturers are so far behind in making deliveries. Now is the chance for new brands of Canadian axes to find a sympathetic market in Australia. A prominent Canadian axe manufacturing company has hitherto restricted the sale of their goods to one importing firm in each of the Australian states, but the wisdom of such an arrangement is open to serious doubt. Some trial orders for Canadian axes are going forward by this mail from Melbourne importers."

INVENTIONS HOTEL MEN WOULD WELCOME.

The Hotel World, the organ of the hotel-keepers, gives a list of inventions which are much needed in that business:

A noiseless elevator.

Dishes that will not chip.

Door keys that will resist kidnapping.

An electric light that can be turned low.

Water-closet door lock that doesn't destroy itself.

A range that does not burn out or warp when red hot.

A brass bed that will not tarnish nor discolor.

A door that neither swells in summer nor shrinks in winter.

A varnish for woodwork that will withstand washing with water.

A faucet for hot water that does not become leaky.

A gas mantle that does not need to be replaced every few weeks.

A window screen that can be left in place all winter without rusting out.

A better and more durable finish for hardwood floors than varnish or wax.

Inkstands in which the ink will not evaporate or dry up.

A dining-room floor that is not slippery, is easily cleaned, durable, and looks well.

A window shade that will always wind up straight and not run toward the end of the roller.

A substitute for lace curtains; something that is less expensive, will wash better and look just as good.

An automatic radiator air valve that is reliable and does not condense water and run it on the carpet.

A fastener for hanging pictures to the wall without marring it and without the use of picture molding, hooks or wire.

A practical machine for cleaning tile floors where one person would displace the women scrub corps now employed.

A machine for carrying soiled dishes from the dining-room in a noiseless and invisible manner to the scrap table and dishwashing department.

Some kind of finish for the walls of hotel rooms that can be washed or cleaned and look as good as new, in place of kalsomine, paint, and paper now used.

W. L. Gregory & Sons, of English, Ind., recently held a two-weeks' sale and offered a $25 sewing machine as a prize to the family that made the largest purchases during that time. Persons competing for the prize were required to announce the fact to one of the clerks.

PRIZES FOR BEST WINDOW DISPLAYS

Two prizes of $5 each are offered for the best holiday window display sent in before January 1, 1908. The display must be made up of goods usually carried in a Hardware stock, and samples of ads. appearing in the local papers should accompany the photos. The editor will also pay $1 for the best dozen or more photos accepted for publication, so competitors should not endeavor to get cheap photos. Several photos had to be rejected last year for this reason. A brief description of how the display was constructed, with some information regarding results secured in sales of articles displayed, should also be sent with the photos.

How Prizes Will Be Divided

One of the prizes will be given to the winning competitor in a city of 25,000 or over and the other will be awarded for the best photo sent in by a hardwareman or clerk in a town or city of less than 25,000. In this way the dealers in the smaller towns will not be competing against the large city stores which have the most modern windows, lighting fixtures, etc.

Clerks who gain a reputation for good window displays will find the honor of winning this competition of greater value than any monetary prize we could offer. The opportunity presented should not be neglected. Prepare at once to arrange a display and send us a photo of the window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR BEST HOLIDAY ADVERTISE MENT

The editor of Hardware and Metal offers a prize of $5 for the best advertisement of hardware articles published in a Canadian newspaper during the month of December.

Advertisements must be devoted to the sale of Christmas Goods, such as cutlery, sporting goods, household articles, sets of tools, lamps, silverware, shaving sets and any specialties sold by hardwaremen during the holiday season. Preferably the ads. should be from one to four columns in width rather than full page size, in order that each competitor will be on an equal footing.

Get Your Printer to Help

While the writing of the ads. must necessarily be done by a hardware merchant or clerk, the arrangement of the matter can be done by the local printer. Too often both merchant and country publisher neglect to give proper attention to the modern and attractive display of advertisements. Poorly set ads fail to bring the merchant proper returns and the merchant gets to look upon his ad. appropriation as a charitable contribution to the publisher. Both merchant and publisher are losers.

Ask your local publisher to cooperate in getting up a series of Christmas business bringing ads. and send in one or all of the series. The prize is worth getting but the experience is worth more than the prize.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR BEST SELLING PLAN

During the coming holiday season much will depend upon the methods of displaying goods, of arranging the store interior, of putting together some novel display fixture or table for the display of special lines, or of devising some original advertising scheme to sell goods. Every merchant should encourage his store assistants to put their brains to work to figure out special plans which will help to clean out the holiday goods in stock as early as possible. It might even be worth while to offer a prize for the best suggestion made by any of the store staff.

Prize of Three Dollars

Take a photo of the special interior display, send us a copy of the printed matter or a description of the selling plan and forward to the Editor before January 1, 1908. A prize of Three Dollars will be given to the hardwareman or clerk who sends in particulars of what the editor considers the best and most original selling plan for holiday trade.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

CARE OF PLUMBERS' IRONS.

Plumbers' irons should always be cleaned before use, and brushed with the felt before putting away, and not allowed to remain in the dirt and ashes under the fireplace; one should also master the use of the iron, as the young plumbers of to-day have a mistaken idea in reference to the use of irons, and it requires a great amount of practice before one is skilled with the plumbers' iron when soldering, says an English authority on this subject. If you should desire to use the lamp or jigger after becoming profieient with the use of the iron, it will not require any practice to do so, but should you be accustomed with using the lamp only, and not having had any experience with the iron, and have some soldering to do where you must use the iron, you will find it rather difficult. In fact, the lamp is a recent introduction into the plumbing craft; plumbing years ago was quite, if not more, intricate than at the present time, such work as the making of service boxes, lead cisterns, soil pipes and D traps were made by plumbers without the use of a lamp. I fail to see why the lamp should be used to the extent it is at the present time, only as a great help to those who find it impossible to use the solder without its use, as with the lamp you can play with the solder for a long time, and often the work is arranged in a careless manner, knowing that with the assistance of the lamp you can get over same. But, as a plumber, one has to arrange his work in a manner that it is easy to execute when circumstances will permit, or otherwise joints should be arranged so that they can be easily made, as very often, when commencing to fix a stack of soil pipe, by using a short length at the bottom the joints can be arranged so that they do not come where branches are required, or just where the tacks are fixed to pipe, and if inside the building we are able to dispense with those awkward and difficult joints that come close up to the ceiling or down close to the floor.

A NEW MACHINE SHOP.

In equipping their new plant at Montreal, the Metal Shingle & Siding Co. found it advisable to install a high class tool department, which is now in operation. With a view to future expansion, the firm have provided a machine shop in advance of their present needs, and they are, therefore, undertaking considerable outside work in the making of accurate dies, tools, gauges, special machinery and experimental work. They are prepared to furnish estimates as to cost and delivery of such work, upon receipt of samples or blue prints. In the manufacture of "Herringbone" lath and truss beam fabric, for concrete reinforcement, a high degree of accuracy is required. For that reason, they have in operation, among other machinery, the latest types of Brown & Sharpe machine tools, such as a No. 3 surface grinder with magnetic chuck, and a No. 3 universal grinder and milling machine, fitted with differential diving head. They also have a modern hardening and tempering plant for either carbon or high speed steels.

The Sherwin-Williams Agency means the paint and varnish business of your locality.

When you become a Sherwin-Williams Agent, it means three things for your business:

Handling the highest quality paints and varnishes on the market.

Securing the best advertising and sales methods given by any manufacturers to their agents.

Building up your other lines through the prestige of "Sherwin-Williams."

This combination is bound to get the paint and varnish business of your locality. The Sherwin-Williams Agency convinces the trade that you handle goods of quality.

If you are after the business let us talk to you about our agency proposition. Write for further particulars to our nearest address.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto, and Winnipeg, Man.

264

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

HEADQUARTERS
FOR
Window Glass, Paints, Oils, Fine Varnishes

SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

Effective Hardware Advertising

Samples of Christmas Advertisements made by Barrie Hardwareman—Commended and Criticized by W. F. Ralph.

When the wise men from the east, nearly two thousand years ago, first inaugurated the delightful custom of Christmas giving, all their Oriental wisdom was surely inadequate to enable them to peer into future ages and see to what an enormous extent their example was destined to be followed. The Christmas gift is undeniably one of the most widely spread institutions of Christendom. When the joyous festival draws near, old and young alike, begin to look forward with delight to the giving and receiving of gifts. And, when considering its sacred origin, it is but natural that more thought should be given by the average person as to what he shall give, than as to what he shall receive.

"What shall I give so-and-so?" is the anxious question that will be asked of themselves within the next five weeks by hundreds of thousands of people. It is a question which brings a large number of people almost to their wits' end. The more they endeavor to settle the momentous question, the more hazy become their ideas as to an adequate solution. The merchant is as much a benefactor as a trader, who can step in and help them out of the difficulty. Perhaps at no other time of the year are the suggestions of merchants listened to with such respect, or their advertisements so attentively read by such large numbers of people, as during the Christmas season.

* * *

A good idea is to have your advertising talk somewhat along the line of the elimination of what are considered necessary nuisances of the holiday trade, such as confusion, delayed delivery, irritable clerks, etc. Tell the public that your store is the place for ideal Christmas shopping; the most convenient place, the place offering the widest choice, the place of all places for sure and quick delivery, for courteous clerks, and so on. Keep the pot boiling until you draw the blinds down on Christmas eve.

Prices, lots of prices, are an essential feature of good Christmas advertising. Peoples' pocketbooks generally have a certain limit beyond which they cannot go; and it has been observed by many members of the trade that articles of less value than a dollar are most in demand as Christmas presents, although, of course, hundreds of people spend more lavishly.

* * *

Last Christmas season, the merchants of Barrie, including the three hardware houses of Arthur F. Hoar, H. H. Otton & Son, and J. R. Hambly, took space in a souvenir booklet which was gotten out by a local firm of printers. This booklet was apparently sent out by advertisers to the people on their mailing lists, but we have no means of knowing how far the venture was successful from an advertising standpoint. The ad. of Hoar's hardware store, taken from this booklet, wherein it occupied a half-page space, is reproduced here as a particularly good sample of suggestive gift advertising.

You will observe that the ad. is not crowded with copy, and has no big splurge of a heading, but is headed with the effective (even if somewhat hackneyed) words, "Seasonable Suggestions." Then follows a simple statement of a difficulty which would be personal with many of the readers, and an offer to help them out. The plan of classifying the list into presents suitable for "Father, husband or brother," and "Mother, wife or sister," is a plan which has been tried and found very successful many a time before, and can hardly help assisting wavering minds to a decision.

* * *

H. H. Otton & Son's ad., from the same booklet, is attractively set up, and gives a list of suitable articles for gifts—but not a price is mentioned. This, we consider, is a weak point. The ad. is a very good general publicity ad., but prices and classification after the manner of Hoar's ad. would have made it more effective. Perhaps Otton & Son didn't spend as much time on this ad., because it was to be published in a free booklet! The fact that they know well how to advertise Christmas gifts is exemplified by one of their last Christmas season's newspaper ads., which is so good that we reproduce it here. A few more prices, however, would, we think, have been an improvement.

* * *

Readers are again reminded that we like to receive samples of advertisements in newspapers and other mediums. Nothing is as effective as newspaper advertising, and when hardware merchants hand over their dollars to the local printer it is to the advantage of both parties to have returns as great as possible for the investment. Let us help by sending us ads. for friendly criticism.

Advertising, then, and advertising of the right sort, is absolutely necessary to the merchant and his customers alike, during the few weeks prior to the festive occasion. It is not enough that the merchant shall sit behind his counter and wait for his customers to come and ask him for suggestions. His duty to his neighbors, no less than his business interests, demands that he shall take every means to push his goods before the public, thus increasing his profit and his reputation, while at the same time helping a lot of people out of a quandary.

It is by no means too early to begin now to talk about Christmas presents. Suggestive copy should be run in your newspaper space—copy overflowing with the "shop early" idea. Along this line the following heading and paragraph, taken from an ad. of that vigorous western hardware firm, the J. H. Ashdown Hardware Co., is worth study :

Don't Think There's "Plenty of Time." Do Your Buying NOW.

Your interests are furthered if you do so. Better service from the clerks. More assortments to choose from. No worry at the last moment about what to buy. We're busy, but we can handle more trade. We have the goods suitable for gifts to any person, man, woman or child. Our prices cannot help but please. The quality of every line the very finest."

* * *

J. R. Hambly's ad. in the souvenir referred to, occupied a full page, being set in a very attractive style. Customers were wished "A Merry Christmas," etc., and the names of numerous articles suitable for presents were enumerated, but not a solitary figure appeared in the ad. This is the only weak point to be seen in an otherwise effective and costly ad.

START WITH A SMILE.

Start each day with a smile, determined to make it a day worth while. Should it not come up to your expectation of what is worth while, bear your trials with all the strength you have and be more determined to make the next compensate for the loss of the present day.

We are apt in the midst of business cares to think that we are heavily burdened. It is well to appreciate heavy burdens in order to prepare for others which may be heavier, but the moment that we decide that ours are too heavy then do we underestimate our strength and show a weakness, which if permitted to dominate, retards success.

To carry any business to success requires the constant use of strength and this strength we acquire by meeting everyday burdens cheerfully and with courage.

The Dominion Government has bought from the Sisters of the Grey Nuns land on McGill Street East, Montreal, for the purpose of erecting a new customs house. The property cost $402,000, and it is stated that the government intends to expend $2,000,000 on the structure.

SALIENT FEATURES OF OUR

Galvanized Cornices

Architectural, Ornamental
Everlasting, Readily Erected

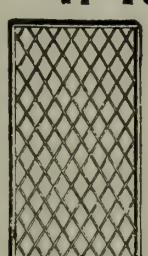
Favor us with your enquiry and receive our suggestion and quotation. No question or detail too large or too small to receive the carefully-thought-out, prompt reply of experts and our cornice circular.

Our Dealers Protected.

Quality and accuracy of construction unequalled.

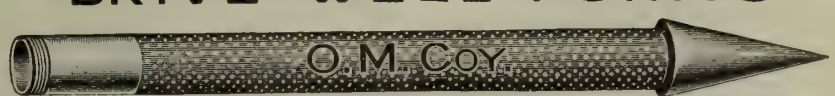
THE METALLIC ROOFING CO.
OF CANADA, LIMITED
Manufacturers Established 22 years
TORONTO AND WINNIPEG

"If It's Made of Wire We Make It"



Let us quote you when in need of
Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.
We have a splendid selling line of
Spark Guards and Fenders.
Illustrated list sent on application. "Write; and let us get acquainted."
The Canada Wire Goods Mfg. Co., - - Hamilton, Ont

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.
PROMPT SHIPMENTS
Otterville Manufacturing Co., Limited, Otterville, Ont.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are requested to make use of this department. Questions regarding patterns will be answered by experts. Discussion is also invited on any matter pertaining to the tin shop.

PATTERN FOR BULL HEAD.

To describe a pattern for a bull head or shoe, with round part clear off the

square at end, such as is used to connect hot air furnaces pipe to partition pipe when partition comes over a beam.

Let Fig. 1 be the bull head. Let A, B, C, D, in Fig. 2 equal the size of square pipe, and let the circle E equal size of round pipe. Divide the circle E into any number of equal parts, as 1, 2, 3, 4. Draw lines connecting 1, 2, 3, 4, 5, with D, and 5, 6, 7, 8, 9, with A. Let the line F.G. equal the height of

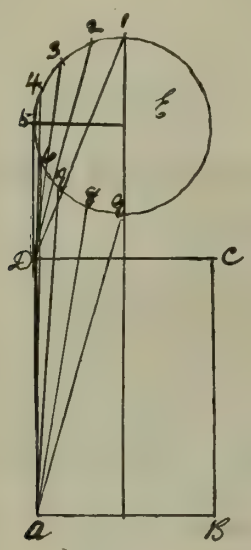
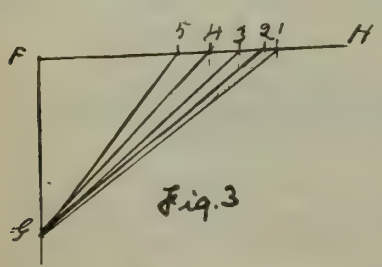


Fig. 2.

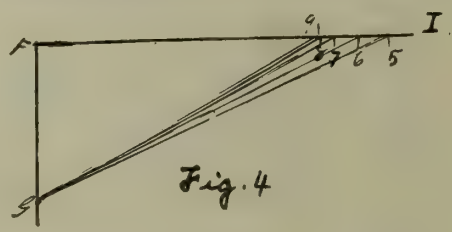
bull head, and draw line F.H. parallel to F.G., as in Fig. 3. On the line F.H. set off F1, equal to D1, and make F2, F3, F4, F5 equal to D2, D3, D4, D5. Draw lines connecting these points with G. Let F.G. in Fig. 4, equal F.G. in Fig. 3. Draw F1 parallel to F.G.,



and on the line F1 set off F5 equal to A5, in Fig. 2, and make F6, F7, F8, F9 equal A6, A7, A8, A9 in Fig. 2. Draw lines connecting these points with G. Draw the line J.K., with O.K. at right angles to J.K., as Fig. 5, and let O.K. equal one-half the length of A.B., in Fig. 2. Make O, in Fig. 5 equal to G1 in Fig. 3, and make O2, O3, O4, O5 equal to G2, G3, G4, G5.

Now, from the point 5 in Fig. 5, and radius G5, in Fig. 4, mark the point N, and a line drawn from O to N should equal the line A.D. in Fig. 2. Make the lines N6, N7, N8, N9 equal to G6, G7 G8, G9 in Fig. 4.

To get R.G., take one-half the width of A.B. on your square and place at N, and the blade at 9 and mark around



your square. This will form one-half of the pattern. Edges must be allowed.

W. M. M.

KELSEY COMPANY GETS INJUNCTIONS.

Preliminary injunctions on account of alleged infringements of patents against the Richardson & Boynton Company and the Graff Furnace Company have been granted to the Kelsey Heating Co.,

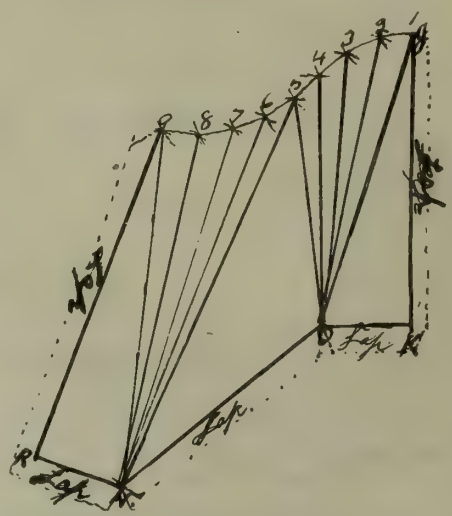


Fig. 5.

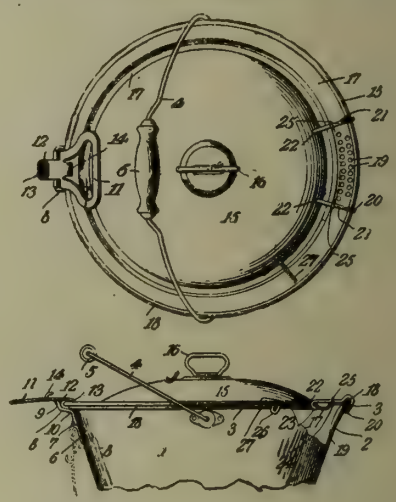
of Syracuse, by United States Judge Archibald.

Last month a decision on final hearing was given by Judge Archibald in favor of the Kelsey Heating Company and against the James Spear Stove and Heater Company, of Philadelphia, in proceedings which had been conducted for a long time, and in which the Syracuse company claimed that its patents had been infringed.

The James Smart Mfg. Co., Brockville, are the exclusive makers of the Kelsey warm air generators in Canada.

KETTLE COVER AND STRAINER.

John H. Wilson, of New Kensington, Pa., has assigned to The Aluminum Cooking Utensil Company, of Pittsburg, Pa., a patent that he has recently secured on a kettle cover. The object of the invention is to provide a cover which can be utilized as a strainer, and which has means for holding the same against rotation, so that the strainer portion will remain in a predetermined position. The kettle or receptacle (1) is provided at one side with a spout (2) reinforced by a terminal bead (3), while the opposite side of the kettle has an ear (6) to which is pivoted a link (8). A handle (11) is pivoted on this link, and has an over-hanging down-turned tongue (13). The cover, (15) is provided with a marginal perforated



Newly Patented Lid.

portion (19), arranged to be placed directly over the spout, and this cover carries a yoke (20) that is arranged to engage beneath the head (3). The handle (11) is so located that the tongue (13) can be engaged over the margins of the cover, and thus said cover can be securely clamped in position with the perforated portion registering with the spout. When so arranged, it will be evident that the handle is not disposed near any steam escape, and danger from burning is thus avoided. The structure moreover is so arranged that the perforated portion of the cover can be placed out of register with the spout, and the cover thus made practically steam tight.

Women like a stove that has a good appearance and yet is not hard to keep clean. Too much nickel is an objection for that reason. A stove from which the ashes can be easily taken also appeals to a woman. With a man economy in fuel is a strong consideration and convenience in supplying the stove with fuel is also a strong point. Bear these things in mind.

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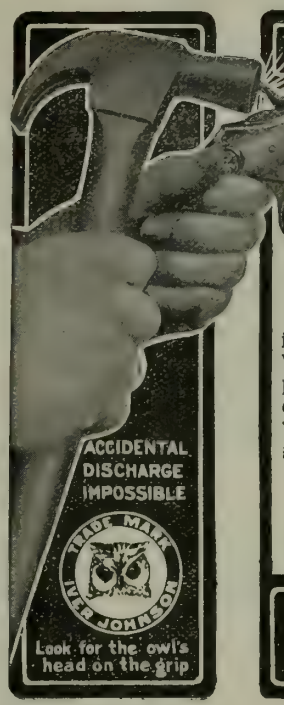

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The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

T. E. Essery, Toronto, will erect a brick factory to cost $20,000.

Messrs. McKeough & Trotter, Chatham, Ont., are erecting a machine shop.

The foundry in connection with the Stevenson Boiler Works, Petrolea, was destroyed by fire.

Dickson Bros., Campbellford, Ont., will build the Riverdale Park footbridge, Toronto, for $3,421.

The factory of the Seaman Kent Co., Meaford, Ont., manufacturers of hardwood flooring, was totally destroyed by fire.

New telephone buildings are to be erected in Charlottetown, P.E.I., and a power plant and a complete equipment installed.

Frank H. Fleer Company, Toronto, will erect two reinforced concrete gum factories on Sterling road, in that city, at a cost of $65,000.

The new machine shop for the Canadian Rand Company, at Sherbrooke, Que., is completed and the machinery is partly installed. Rock drills, air compressors and mining machinery are being manufactured.

E. Warren and A. G. Penman, of Toronto, representing the Canadian Smelting & Refining Company, Toronto, were at Sault Ste. Marie, Ont., arranging for the construction of a mammoth smelting works at that place.

The Waterman Company has purchased property at St. Lambert, Que., and a large plant for the company's sole Canadian manufacture of pens will be erected. The factory will be of brick and stone, and five storeys high.

The Fort William Car Company purposes to build a car works at Fort William. The promoters have guaranteed a plant to employ about 800 hands at the outset, the number to be increased to 1,500 in the course of five years.

The P. Boyer Company, Goshen, Ind., will establish a branch factory at Stratford for the manufacture of haying tools, garden swings, ladders, etc. The factory will be erected at once, and will employ 20 to 40 hands at the outset. The company's plant at Goshen is worth $130,000, and employs 75 hands. The cost of the plant at Stratford will be $40,000.

It has been shown by expert engineers that Montreal, by utilizing its garbage incinerator as a generating power, could supply light to about half the city at a cost which would be less than that at present demanded by the Montreal Light, Heat & Power Company. It would be necessary for the city to rebuild the present incinerator plant at a cost of $102,960, to which would be added the cost of an electric plant at $182,110, making a total of $285,070, which sum would be the initial cost. The City Council will decide upon the report.

A large water tank containing 15,000 gallons which was erected by the Ontario Wind Engine & Pump Company, at the factory of George H. Hees & Company, Toronto, collapsed on Nov. 19. The tank had just been completed and was being filled for the first time. It stood on a steel tower about a hundred feet high. The damage to the factory amounts to $35,000.

The Department of Marine and Fisheries, Ottawa, will shortly call for tenders for the construction of a large ice breaking steamer to be used in keeping the channel between Prince Edward Island and the mainland open in the winter time. The new steamer will cost about $600,000 and will be one of the largest and most powerful ice breakers in the world.

The premises of H. R. Ives & Co. iron bed manufacturers, Montreal, were visited by fire on Saturday afternoon, the 16th inst. Considerable damage was done in the varnish and paint department, where the inflammable material fell a rapid prey to the flames. The loss is estimated about $25,000, fully covered by insurance. The firm have shown commendable enterprise in making immediate arrangements to carry on the business without any interruption. All orders will be filled as usual, as the warerooms in which the finished stock was stored were not damaged by the fire.

There is a doubt in the minds of some citizens as to the Moose Mountain, Limited, smelter project at Toronto being carried on for a while, owing to the money stringency. John W. Gates, New York, formerly president of the Illinois Steel Company, and one of the financiers chiefly interested in the undertaking of Mackenzie & Mann at Ashbridge's Bay, has just returned from Europe, and he will be consulted with by D. D. Mann in a few days about the smelter scheme. Much depends on the view Mr. Gates takes of it as to whether it will be proceeded with now or allowed to stand over until the present stringency is over.

Municipal Undertakings.

A waterworks system will be installed at Port Moody, B.C.

The City Council, London, has decided

The Council of Kelowna, B.C., has passed a by-law to raise $40,000 for waterworks.

The road commission of Montreal has asked for the Council to vote $40,000 for a sewer on St. Denis St.

to submit a by-law at the January election, providing for the expenditure of $235,000 for transmission of Niagara power to that city.

The Assessment Commissioner, Toronto, has recommended that the city lease to the Don Foundry Company, 120 feet of land on Ashbridge's Bay at $150 per year, and taxes for 21 years.

The City Council of Quebec, Que., received a communication from the St. Laurent Saw & Steel Works, Sorel, Que., stating that the company would establish a works in that city if certain privileges were granted.

Companies Incorporated.

McDougall and Cuzner, Ottawa, capital $30,000; to conduct a retail hardware business. Provisional directors; W. F. Cuzner, J. P. Brown, W. Robertson and J. Bishop, all of Ottawa.

North Star Oil & Gas Company, Chatham, Ont., capital, $36,000; to carry on a general mining and development business. Provisional directors, J. H. Teall, E. C. Jackson, and J. W. Cuthbertson, all of Tilsonburg, and F. T. Merrill, Chatham.

Standard Automobile Company, Toronto, capital, $40,000; to deal in automobiles and carry on the business of mechanical engineers. Provisional directors: A. R. Bickerstaff, T. A. Silverthorn, M. G. Carroll, Nora Corcoran, all of Toronto.

Bice Regulator Company, London, Ont., capital, $70,000; to manufacture and deal in boiler feeds, regulators, valves and all kinds of boiler supplies. Provisional directors: G. Russell, Ethel M. Lindsay, both of Toronto, and A. W. Bice and M. Owen, both of London.

Building Notes.

W. G. Dean, Toronto, will erect a residence to cost $12,000.

A. B. Brown, Toronto, will erect two brick dwellings, to cost $7,000.

W. Nash, Toronto, will erect three brick dwellings, to cost $7,500.

E. R. Diamond, Toronto, will erect one pair brick dwellings, to cost $6,000.

F. T. James, Toronto, will erect an addition to his warehouse, to cost $10,000.

M. S. Martineau, Quebec, Que., will erect a skating rink in that city, to cost $14,000.

During the first eleven days of November, building permits to the value of $246,200 were issued in Toronto.

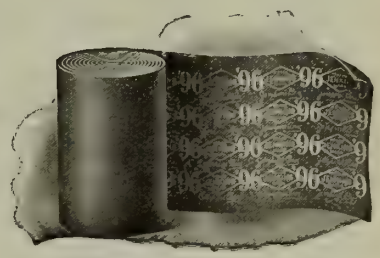
It is understood that at the next session of parliament, $100.000 will be asked to provide Ottawa with a drill hall.

It is stated that a large new theatre, to cost at least $200,000, will shortly be erected in Ottawa by the A. J. Small Company.

A transportation building will be erected at the Exhibition Grounds, Toronto, to cost $95,000. It will have a floor space of 40,000 square feet.

The contract for a Church of England cathedral in Halifax, N.S., has been awarded to S. M. Brookfield of that city. The building will cost $125,000.

Lewis P. Nott, of Montreal, has been awarded the contract for the construction of section 1 of the Trent Valley Canal by the Department of Railways and Canals.



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FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.

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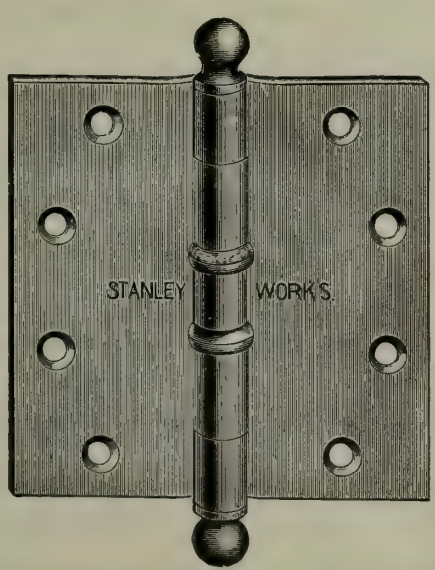
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE OF WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.

A Paint Catechism

By G. B. Heckel.

20. What are the characteristics of Zinc-Lead White? It is very fine, amorphous and uniform in the size of its particles; remains well in suspension; has a high spreading power; is durable and has little or no effect on any color with which it may be combined. In whiteness it is inferior to oxide of zinc and is, therefore, more widely employed in the darker tints and shades than in white paints or delicate tints. It is a useful and acceptable modern white pigment.

21. What is Lithopone? Lithopone is a combination of precipitated zinc sulphide and barium sulphate (blanc fixe or "permanent white"). It is produced by the simultaneous reaction of one another of a solution of zinc sulphate and barium sulphide, the two chemicals in solution being in the correct combining proportions. The two substitutive products being formed and precipitated simultaneously, the union is very intimate. The process is often completed by heating and dropping suddenly in cold water. The product is very fine, white, and amorphous, and if properly made has excellent body and most valuable properties as a pigment, though most varieties of it are inadmissible in connection with lead pigments, on account of the susceptibility of the latter to darkening from sulphide combinations. For this reason it should not be used with oils containing a lead drier. It finds extensive use in linoleum and shade-cloth manufacture and in enamel paints. As Dudley says: "When the material first appeared we examined it and it seemed to be the thing we were hunting for, something that was free from the objections to white lead and zinc white . . . . Experiments with it seem to indicate that it has covering power, body, working qualities and chemical inertness."

22. What are the characteristics of Lithopone? Fineness, whiteness, body and opacity. Toch says: "As an interior white, a first coat white, a ready mixed flat paint for a surface, or as a pigment in the lighter shades for floor paints, lithopone cannot be excelled for its body durability, hardness, fineness of grain, and ease of application. . . The paint chemist should be permitted to decide when its value is greatest. As a marine paint, either as a first coat or for making neutral whites where other whites would be necessary, it is found to outlast both zinc oxide and lead carbonate."

23. What are leaded zincs? Oxides of zinc produced from western ores which contain a certain proportion of lead sulphide ores. In the process of manufacture the lead sulphide is transformed into lead sulphate (sublimed white lead) and molecularly united with the zinc oxide. They are made with definite percentages of lead sulphate, ranging from about 6 to about 20 per cent., according to the purposes for which they are to be used. They resemble zinc lead in composition, except that the proportion of the lead component is lower and the color generally whiter.

24. What are the characteristics of leaded zinc? In fineness they are similar to other zinc oxides, in whiteness slightly inferior; their opacity is measurably greater on account of the contained lead sulphate. All western zincs

We Have a Heap

of other lines to sell you that are sure to follow if we can once get you started on **Elastilite Varnish.**

It is so good and does so well all we claim it will do, your customers will demand other lines from the same makers.

Elastilite is a MAGNET THAT ATTRACTS TRADE AND HOLDS IT.

In tins only, ½ pints to 1 gallon.

See Catalogue No. 10, page 3—then follow on for other lines.

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The Imperial Varnish & Color Co.

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GILBERTSON'S

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Gilbertson's Sheets

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mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

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We take care that a pot of paint never leaves our shipping room but what has in it the customer-pleasing qualities of lasting lustre and smooth spreading. That's why it pays most dealers to handle

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YOU'LL HAVE TO HURRY!

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Housekeepers will soon be asking you for the paints they will need in the annual housecleaning. If you have been supplying them with the old-fashioned floor paints, it is time for you to

Turn Over a New Leaf

We have the goods that will build your reputation. They dry quickly, and leave a hard, glossy finish, which neither sticks, rubs off, nor cracks. You take no chances, for we positively guarantee these qualities.

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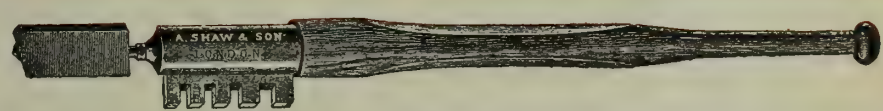

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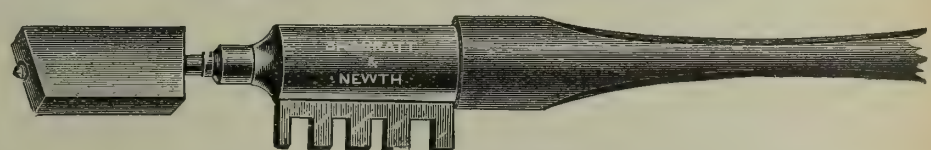

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RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

contain some lead. To quote Toch again: "The zinc oxides made from western ores are slightly more permanent than those made from New Jersey ores, and as paint materials they possess the advantage of containing a larger quantity of lead sulphate."

As objection is frequently made to the minute fractional percentages sometimes present in zinc oxides, sublimed lead and zinc lead, we will ask:

25. What is the effect of a small percentage of zinc sulphate in paint? "Nearly all zincs contain a small percentage of zinc sulphate. Much unnecessary trouble had been caused by the criticism against zinc sulphate. Where a paint contains moisture or where water is added in a very small amount to a heavy paint in order to prevent it from settling and not more than one per cent. of actual water (not water of hydration) is contained in the paint, zinc sulphate forms an excellent drier, particularly where it is desirable to make shades which contain lamp black. The outcry against zinc sulphate is unwarranted because as much as five per cent. is used in making a patent drier. The amount of zinc sulphate, however, in most of the dry zinc pigments decreases with age. . . In the enamel paints, the presence of zinc sulphate is not a detriment, and in floor paints it might be considered as a slight advantage, for it aids in the drying and hardening."—Toch.

(To be Continued.)

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 22.—Business during the past week has been fairly good, but not equal in volume to the corresponding week of last year, owing to the adverse circumstances which prevail all over the country. The close of navigation is now at hand, and as soon as the last boat leaves port, the efforts of the manufacturers will be confined to stock-taking. Collections are reported to be as good as they can be expected to be under present conditions.

Linseed Oil—Linseed oil has remained steady, the fluctuation in the English market being only slight, and quotations are unchanged from last week: Raw, 1 to 4 barrels, 60c; 5 to 9, 59c; boiled, 1 to 4 barrels, 63c; 5 to 9, 62c.

Turpentine—Sudden strength has developed in this line and prices in the south have been marked up quite strongly. If the advances are maintained, prices here must follow. We quote turpentine as follows: Single barrels, 71c, wood distilled turpentine, pure, 65c.

Ground White Lead—Quotations are steady, despite the actions of the grinders in shading prices over the movement in pig lead. The demand is fair. Quotations are as follows: Government standard, $7.25; No. 1, [illegible]; No. 2, $6.75; No. 3, $6.75.

Red Lead—The reduced figures of last week still apply. We quote: Genuine red lead in casks, $6; in 100-pound kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6 and smaller quantities, $6.75.

Dry White Zinc—This line is not particularly active, and prices remain as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—There is only a moderate demand existing at present. Prices have not altogether followed the downward course of white lead. There is no change in the market, and we quote: Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Varnishes—Business in this line continues satisfactory. The spurt in the demand is no doubt due to the desire to put the finishing touches upon buildings which are being rushed to completion before the winter sets in severely. The demand for japans is also strong. The reduction in quotations mentioned last week is still maintained.

Putty—This article is the most active on the list, and manufacturers are kept busy in supplying the demand. Houses and other buildings have to be closed in for the winter, whether money is tight or not, and therefore there can be no delay. We quote as follows: Pure linseed oil putty, bulk, in 800-pound casks, $1.75; in 25-pound iron drums, $2.05; in 25-pound tins (4 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, Nov. 22.—The usual dullness which marks the paint and oil markets about this time of the year has settled upon the trade. With jobbers, as well as retailers, hand to mouth buying is more than ever in evidence on account of the continued scarcity of money, and in this connection it may be stated here that not a few Toronto jobbers have gone to the extreme, and by not keeping sufficient stocks on hand, have lost a considerable number of sales during the past week. On the other hand, those jobbers who have been wise enough to keep reasonable supplies on hand, notwithstanding the downward tendency of the price of some commodities, have been able to get their prices and do a good business, much of which has certainly been taken from their over cautious rivals.

Linseed Oil—Linseed oil is a little weaker in Europe, but this does not affect the Canadian market, as the price here is already as low as the cost of import. In Canada there is no special change, but the Chicago market is still unsettled in regard to the price of flaxseed. At the present time local trade is very dull in linseed oil and until retailers begin to place orders for spring delivery, there will be littel doing in the market. Retailers apparently are buying for immediate needs only, for many of the incoming orders are for half-barrel lots. Local prices are unchanged. Raw, 1 to 3 barrels, 64c; 4 barrels and over, 65c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—In regard to turpentine there has been quite a change at the point of production during the past week, and prices there have been forced

Important

Paint Facts Worth Knowing

Pure White Lead is absolutely essential to good paints.

The standard White Lead of the world is Brandram Bros. B. B. Genuine White Lead.

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Liquid House Paints.

This fact gives

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Liquid House Paints the undisputed advantage over other ready mixed paints.

Remember this fact when you are selling or buying paints.

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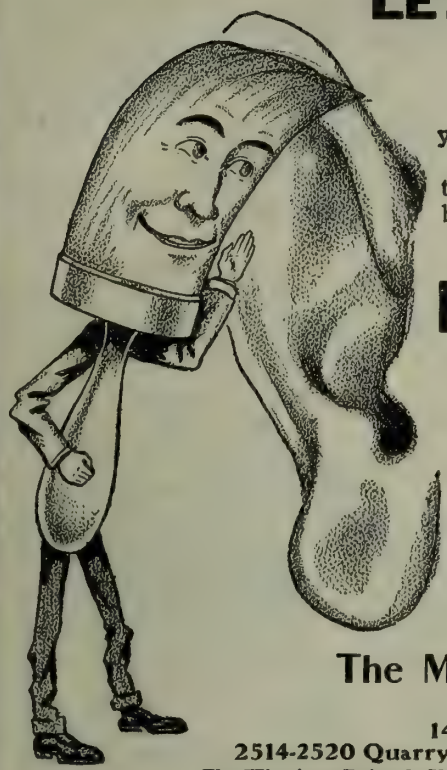
Distributors for Western Canada



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Martin-Senour Paint makes money for dealers, because as soon as they start handling it the powerful advertising organization behind it begins working for their interests.

Now, why not get in line for more trade and more money by handling

MARTIN-SENOUR PAINT
100 Percent Pure

We don't stock up dealers and then leave them to unload as best they can. Our policy is to give every possible assistance in moving the goods. Do we succeed? Just ask any of the dealers. If you would like to know how it's done, and our plan for hustling the goods off of your shelves and making your store the headquarters of the first-class paint trade in your locality, sit down right away and write for our special agent's proposition. It will cost you only a penny, and may bring you many dollars. Write today.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

TRY OUR

"Aluminum Paint"

For Radiators, Hot Water Pipes and fancy Wood and Metal Work about the home.

Durable and easy of application. In tins of ½-pt. to 1 gal.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

LUCAS

PHILADELPHIA NEW YORK CHICAGO

BOSTON SAN FRANCISCO

up again. Producers claim that the lowest point for the season has been touched, and that from this time on prices will be fully maintained. Toronto quotations are certainly much lower than is usual at this time of the year; last year at this time turpentine would have cost, in carload lots delivered in Toronto, 86c to 87c, so that the present selling price is very much below what the trade expected it would e when looking forward to November. Local trade in turpentine at present consists mostly of orders for partial barrel lots for immediate requirements. Present prices are: Single barrels, 71c; 2 barrels and upwards, 69c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Varnish turpentine, 65c.

White Lead—Despite the weakness shown in some commodities, the white lead market has maintained itself fairly well. While little or no booking for future delivery is being done, a good normal November demand prevails, and orders for white lead in sorting quantities are coming in well. Prices are unchanged and are quoted as follows: Genuine pure white lead, $7.40, and No. 1, $7.15.

Red Lead—The market for red lead is very dull. Prices are unchanged as under: Genuine, in casks of 500 lbs., $6.25; ditto, in kegs of 100 lbs., $6.75; No. 1 casks of 500 lbs., $6; ditto, in kegs of 100 lbs., $6.50.

Shellac—On account of the closing down of many of the large electrical works in the United States, brokerage firms there have had a large quantity of shellac left on their hands. As shellac enters Canada duty free, these surplus American stocks have tended to weaken the market to some extent here. Should financial conditions improve across the line, the market there should regain much of its strength. Locally, the market is weaker. We still quote: Pure orange, in barrels, $2.70; white, $2.82½ per barrel; No. 1 (orange), $2.50.

Glass and Putty—Glass sales have been heavy during the week, and many good repeat orders have been received. Putty sales are well up to the mark for November. Both glass and putty quotations are unchanged.

Paris Green—The following prices have been issued for next season, and spring booking will begin at once. In barrels, about 600 lbs., 24½c per lb.; arsenic kegs, 250 lbs., 24¾c; 50 lb. drums, 25¼c; 25 lb. drums, 25¾c; 1 lb. packets, 100 lbs. in case, 26¼c; 1 lb. packets, 50 lbs. in case, 26¾c; ½ lb. packets, 100 lbs., 28¼c; 1 lb. tins, 100 lbs. in case, 27¼c.

A WRONGFUL REPORT.

The Evening Telegram, of Toronto, in its issue of October 19, published an apology to the Winnipeg Paint and Glass Company for an item which appeared to have been telegraphed from Winnipeg, stating that that firm, the largest in the west, was in financial difficulties and had assigned two weeks before, and that the fire had entirely destroyed their building and contents.

In publishing the apology, the Evening Telegram expresses itself as willingly retracting the statements given above and apologizes for the publication of the erroneous and improper statements complained of. It deeply regrets the hasty publication and disclaims all intention to do injury to a company such as the Winnipeg Paint and Glass Company, with its great interests and honorable record. The Evening Telegram explicitly retracts the despatch, and admits there was no foundation for the suggestions or statements therein, and pays a tribute to the high position and undoubted solvency of the Winnipeg Paint and Glass Company, Limited.

REMOVAL OF PAINT FROM TILES.

There is nothing more unsightly than spots and splashes of paint left on the floors and tiles of buildings. They not only soil the look of the tiler's work, but make the paint work look slovenly, however well it may be done. Most tiles will allow a wash of caustic soda being put over them, which will remove the paint without the necessity of using an afterwash of acid to destroy the effects of the potash, water only being required. But if the tile is likely to stain with the potash, a wash of diluted ammonia will remove the paint spots, which, in turn, can be washed off with clean water.

COLORS FOR HOUSE PAINTING.

The effect of a house may be improved or marred by the choice of the colors for painting it. There is no doubt that the old New England houses, with their white paint and green blinds, presented a very charming appearance, when seen amid the beautiful elms of the quiet village streets, and, indeed, a white house almost always looks well when surrounded by considerable foliage. On the other hand, a white house becomes very glaring, when it stands out in the open, with the bright sky as a background.

This shows at once, says Edward Hurst Brown in an article on "Painting," in the American Carpenter and Builder, the necessity for making the colors harmonize or fit in with the surroundings, hence no general rule for color selection can be given. The idea that one color or one class of colors should be chosen because it is fashionable or the prevailing mode is for this reason rather an absurd one. In general, it may be said that dark colors should be selected only for a large house that stands out in the open, while lighter colors or tints should be chosen for houses that stand among trees or which are not over large. A house looks larger when painted in light colors than when dark colors are used. This is a point that should always be remembered, for most persons experience a keen feeling of disappointment if their house appears small, while if it can be made to look larger than it is, they are more than satisfied.

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

Glass Dealers — MONTREAL — 10 to 22 Inspector St.

Two Oil Rooms

Which Do You Prefer?

A Bowser Oil Room

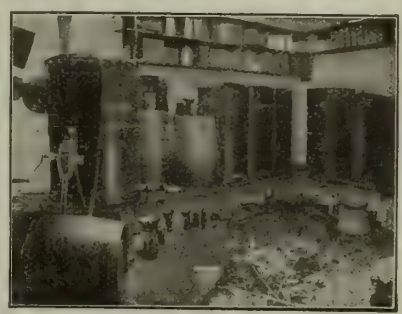
The one, expensive dirty, dangerous and inconvenient.

The other, the Bowser, paying for itself in actual saving — clean, perfectly safe and the most convenient possible to devise.

The contrast in appearance as shown here is no greater than the contrast the Bowser System of Oil Storage effects in expense protection and adaptability as compared with other arrangements.

Explained in Catalog V. Send for it.

S. F. Bowser & Co., Ltd.
66-68 Fraser Avenue
Toronto



Not a Bowser

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

A NEW LINE

We have been appointed Canadian representatives for the well-known

BARBERS' ASPHALT READY ROOFING
"GENASCO BRAND"

Your orders will receive prompt attention.

Our Own Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 22, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 13
Hallett'	0 13

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates, 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial,genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot...........		15 00
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz..................		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge....................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16.-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. .... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 50
Middlesboro, No. 3 pig iron..	20 50	21 50
Summerlee, " ..	24 50	25 50
" soft " ..	24 00	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1	....	25 00
Midland, Londonderry and Hamilton	....	23 00
Deseronto No 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron........	30 00	31 00
Lowmoor iron................	....	6 50
Angles................	....	2 65
Common bar, per 100 lb......	2 15	2 30
Forged iron "	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅝ in. ...	....	2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel....	....	2 30
Reeled machinery steel	....	3 00
Tire steel	2 35	2 50
Sheet cast steel......	...	0 12
Mining cast steel....	....	0 08
Warranted cast steel	....	0 14
Annealed cast steel....	....	0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 $35 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin	....	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 7 50

Tinned Sheets.

72x30 up to 24 gauge...... ...	....	8 50
" " 26 "	....	9 00

LEAD.

Imported Pig, per 100 lb......	4 90	5 00
Bar, "	5 50	5 75
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 25	7 50
Part casks....................	7 50	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	6 00
Domestic	6 25	6 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 12
Light copper bottoms	0 11	0 10¾
Heavy red brass....	0 11½	0 11
" yellow brass	0 08	0 09
Light brass................	0 06	0 06
Tea lead	0 03½	0 03½
Heavy lead................	0 03½	0 03¾
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	10 50
" 2 " "	6 00	5 50
Machinery cast scrap ...	17 00	16 00
Stove plate................	12 00	11 50
Malleable and steel	9 00	9 50
Old rubbers....	0 09	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water ra diator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per dcz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

6x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 35	¼ inch........	3 20
⅜ "	2 35	⅜ "	3 20
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ " 7 65 to	9 25	1¼ " 9 90 to	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 1[illegible]	2½ "	26 00
3 "	26 75	3 "	34 00
3½ "	34 25	3½ "	42 75
4 "	39 00	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 23
Wiping..........................	0 21	0 21

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead........	0 08
Lump olive...........	0 01¾

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 10
French "	"	....	0 08
Marine black	"	....	0 04½
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.
Manufacturered by our Secret Process. Write for Discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks		0 08
" " 100-lb. kegs		0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 55
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D. Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 20
Robertson's pure paints		1 20

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 65
Fine orange	2 60
Medium orange	2 55

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 71	0 72
Linseed Oil, raw	0 60	0 62
" " boiled	0 63	0 65

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	7 15
No. 1 Canadian	6 80
Munro's Select Flake White	7 65
Elephant and Decorators' Pure	7 65
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 40
Robertson's O.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 25
Ready roofing, 2-ply, not under 45 lb. per roll		1 00
Ready roofing, 3-ply, not under 65 lb., per roll		1 25
Carpet Felt	per ton	60 00
Heavy Straw Sheathing	per ton	40 00
Dry Surprise		0 45
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar "	" 400 "	0 50
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80 0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 2
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000.		
Blue metallic, 9"x4½"x3", ex wharf	35	00
Stable pavers, 12"x6"x2", ex wharf	50	00
Stable pavers, 9"x4½"x3", ex wharf	36	00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	" 0 95	1 65
English	" 2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net		7 25
" " 5-in., "		7 00½
" " 6-in., "		6 75½
" " 8-in., "		6 50½
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Che t hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
½ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz. 2 75	3 25
Bronze, Genuine	" 6 00	9 00
Shutter, porcelain, F. & L. screw	per gross 1 30	2 00
White door knobs	per doz.	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes per lb	0 07½	0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz. 7 00	9 00
American	" 12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75	per cent
Arcade	75	"
Kearney & Foot	75	"
Disston's	75	"
American	75	"
J. Barton Smith	75	"
McClellan	75	"
Eagle	75	"
Nicholson	66⅔	"
Globe	75	"

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack	per doz. 1 10	1 20
Canadian sledge	per lb. 0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill.......................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's............each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each.................. 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

doz. pairs.
Stearns wood track 4 50 6 00
Zenith...................... .... 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in(100 ft) 3 25
" " 1¼ x 3-16 in(100 ft) 4 75
Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail.................. .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ¾ " .... " 10 00
" " ⅞ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over............. 0 10¾
Hay Budden, 80-lb. and over 0 09¾
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's.................... .... 0 12¾
Pipe Vise, Hinge, No. 1....... .... 3 50
" " " No. 2....... .... 5 50

Saw Vise.................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

		Per cent.
Carriage Bolts, common ($1 list		
" " ⅜ and smaller..	60,	and 10
" " 7-16 and up	55	and 5
" " Norway Iron ($3 list)	60	
Machine Bolts, ⅜ and less	60	
Machine Bolts, 7-16 and up....	55	and 5
Plough Bolts	55	and 5
Blank Bolts..................	55	and 5
Bolt Ends....................	55	and 5
Sleigh Shoe Bolts, ⅜ and less ..	60	and 10
" " " 7-16 and larger	50	and 5
Coach Screws, conepoint......	70	and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in, $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 57½ per cent. off list.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No. 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d	4 00	3 55
3d	3 15	3 25
4 and 5d	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; addle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 8 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVER-WARE.

RAZORS. per doz.

Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
sbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright ..... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 .0

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHESPINS

Cane's, 5 gross loose, per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	....	1 25
"900" mops	....	1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz. 9 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross	7 80
" " "	9 60

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg'swing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10¾
600 " " "	0 12¾
650 " " "	0 13¾

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	28 00

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Carriage Mountings Co., Ltd., Toronto.

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd , Toronto.
Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
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Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
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Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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Cut Glass.
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Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Kemp Mfg. Co., Toronto.
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

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Fencing—Woven Wire.
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Files and Rasps.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
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Galvanizing.
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Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
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Glaziers' Diamonds.
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Handles.
Still, J. H., Mfg. Co.

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Hoop Iron.
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Horse Blankets.
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Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Bellevi le.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
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Ladders.
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Lanterns.
Kemp Mfg. Co., Toronto.
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Lawn Mowers.
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Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Roila L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co. London, Ont.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Lye
Gillett, E. W., & Co., Toronto

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co , Winnipeg.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Canada Wire Goods Mfg. Co., Hamilton
Oakey, John, & Sons, London, Eng.

Nails Wire
Dominion Wire Mfg. Co., Montreal.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.

Packing.
Gutta Percha & Rubber Co Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co.. Toronto.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
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McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ottawa Paint Works, Ottawa
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston. Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills. Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshaw
Robertson Jas., Co. Montreal.
Robertson, Jas., Co., Limited, Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.
Majestic Polishes, Toronto

Portland Cement.
International Portland Cement Co. Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Printing.
London Printing & Lithographing Co., London, Ont.

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Fabien, C. P., Montreal.

Registers.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Standard Paint Co. Montreal.
Wheeler and Bain, Toronto

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe
McFarlane, Walter, Glasgow

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers
Cavers Bros., Galt

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Chown, Edwin, and Son, Kingston
McClary's, London, Ont.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.
Tobin Tent and Awning Co., Ottawa

Tin Plate.
American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Turpentine
Defiance Mfg. Co., Toronto.

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Wall Paper Cleaner.
Gilbert, Frank U. S., Cleveland

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers
Connor, J. H., & Son, Ottawa, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
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GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

Pump Troubles

Yes they spring up occasionally, but what we have done and are now doing is making the occasions very infrequent. We make pumps for all duties and just as good as we know how, and we know how, for

McDougall Pumps Are Standard

everywhere. Quality first and price mutually agreeable. Will you please write.

The R. McDougall Co., Limited

CALT, - CANADA

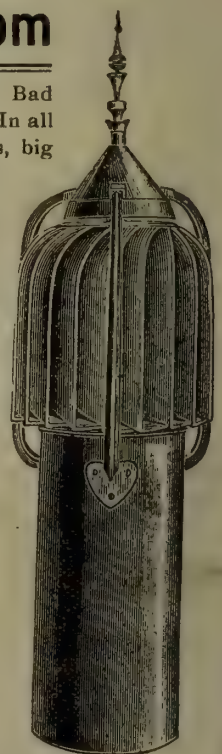
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "Aeolian" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

THE J. W. HARRIS CO., LIMITED

General Contractors - MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,
Wellsville Polish Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

ONEIDA GALVANIZED CHAIN

FOR ARC AND INCANDESCENT LAMP SUSPENSION

Uniform in Strength.

Always Flexible.

Runs Smoothly over any Standard Pulley.

Write for circulars and prices.

Heavily Galvanized

Rust proof.

The most durable and economical material on the market for the purpose.

Send for free sample to hang one lamp, stating length required.

Oneida Community, Ltd.

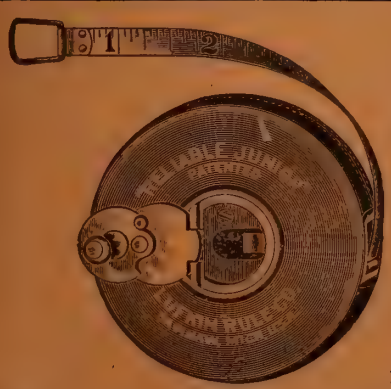
Niagara Falls, Ont.

Every Dealer Should Sell Walker Corkscrews

Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

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Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

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SHEET ZINC

"HOMCO" BRAND CASTOR OIL

We can quote you low prices ex lots arriving via late fall steamers via the St. Lawrence.

B. & S. H. THOMPSON & CO.

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OUR CATALOGUE OF

Gun Repair Parts

and

Gunsmith's Tools

is now ready. Every repair man and dealer should have a copy. Write us if interested.

JOHN MILLEN & SON

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A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 30, 1907 NO. 48.

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JOHN WILSONS CELEBRATED "PEPPERCORN AND DIAMOND" BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

"QUEEN'S HEAD"

CANADA

GALVANIZED IRON

STANDARD WEIGHTS OF

28 gauge, 12½ oz. 28 gauge, 10¾ oz. per square foot.

Cut this out for future reference and remember when comparing with American gauges.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL Managers, Canadian Branch.

A "Sovereign" Point

that is to say, a point of excellence found in no hot water boiler save the "Sovereign" is the enlarged first boiler section, with a corresponding enlarged first section of the water post. This makes the water circulation through the

"Sovereign" Boiler

faster than in any other boiler on the market preventing the water from coming to a boil. This is one of the many reasons for the superiority of the "Sovereign" System of house heating over all others.

Our little booklet "Simplified Heating" which we will send you free upon request, will tell you of many other good points.

TAYLOR-FORBES CO., LIMITED

Head Office and Works: GUELPH, ONT.

TORONTO—1088 King St. MONTREAL—122 Craig St. W.

WINNIPEG—The Vulcan Iron Works, Limited

ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St. QUEBEC, QUE.—The Mechanics Supply Co.,

VANCOUVER, B.C.—Boyd, Burns & Company

Don't Wait for Something to Turn Up. Try a "WANT AD."

HARDWARE AND METAL

CHRISTMAS BUSINESS

We're making a bigger Bid than ever before for the cream of the Christmas trade.

Our samples of fine Cutlery and Silverware, offer a superb assortment for desirable Christmas Gifts. These together with our many other lines which would make suitable and appropriate as well as useful presents give us a pre-eminence over all competitors in this class of trade.

The lines of Christmas Goods which we carry possess an individuality which insures thorough appreciation, while the exclusiveness of the many designs prevent their duplication. We are satisfied that upon examination of our samples of Christmas goods, you will see that our lines are far superior to all others shown and furthermore that with this class of goods your Christmas receipts will be greater than heretofore.

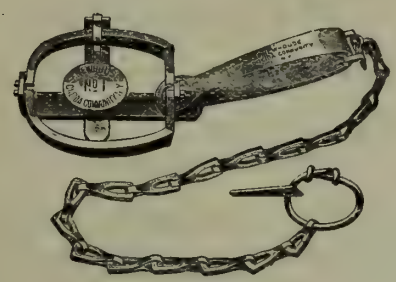
RICE LEWIS & SON

LIMITED

TORONTO.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

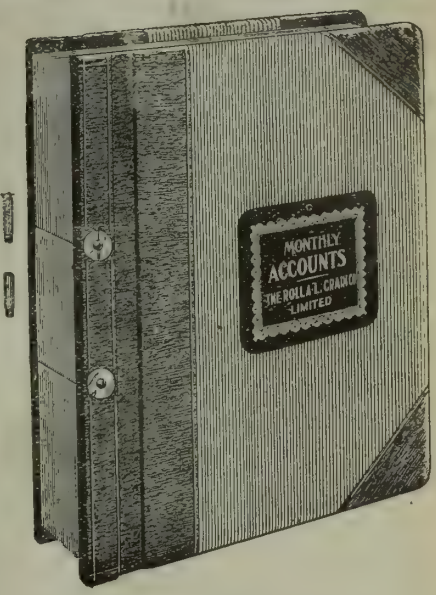
Made since 1848 by

ONEIDA COMMUNITY, Limited

Write for Catalogue — NIAGARA FALLS, ONT.

Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.



THE CRAIN MONTHLY ACCOUNT SYSTEM

has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds one sheet as easily as it does 1,000, not one you must have a certain number of sheets in before it will bind, and then only allow you to extend to a limited number of accounts.

Write us for particulars

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

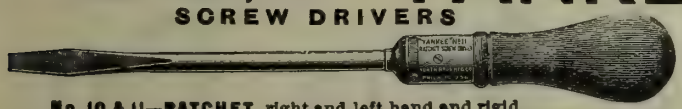
TORONTO: 18 Toronto Street — MONTREAL: 28 Alliance Bldg., 107 St. James St.

WINNIPEG: 11 Nanton Block

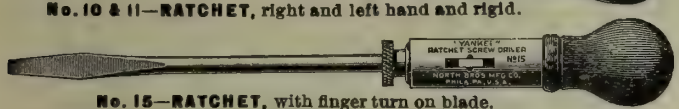
Other Tools are very Good Tools, but "YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



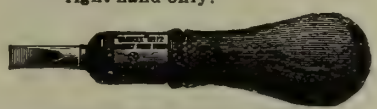
No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.

No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.

Chuck and 8 Drill Points for spiral ratchet screw driver.

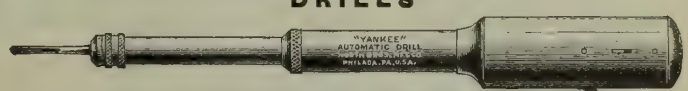


No. 12—RATCHET, with stub blade

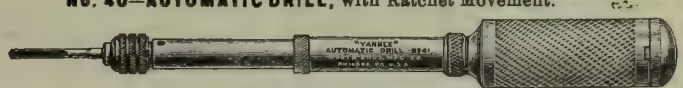
Countersink, for spiral ratchet screw driver.

No. 60—POCKET SCREW DRIVER.

DRILLS

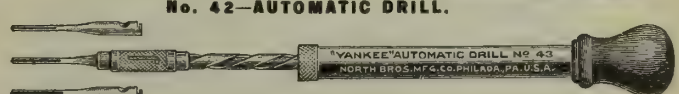


No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.

No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.

No. 44—AUTOMATIC DRILL, with adjustable tension on spring.

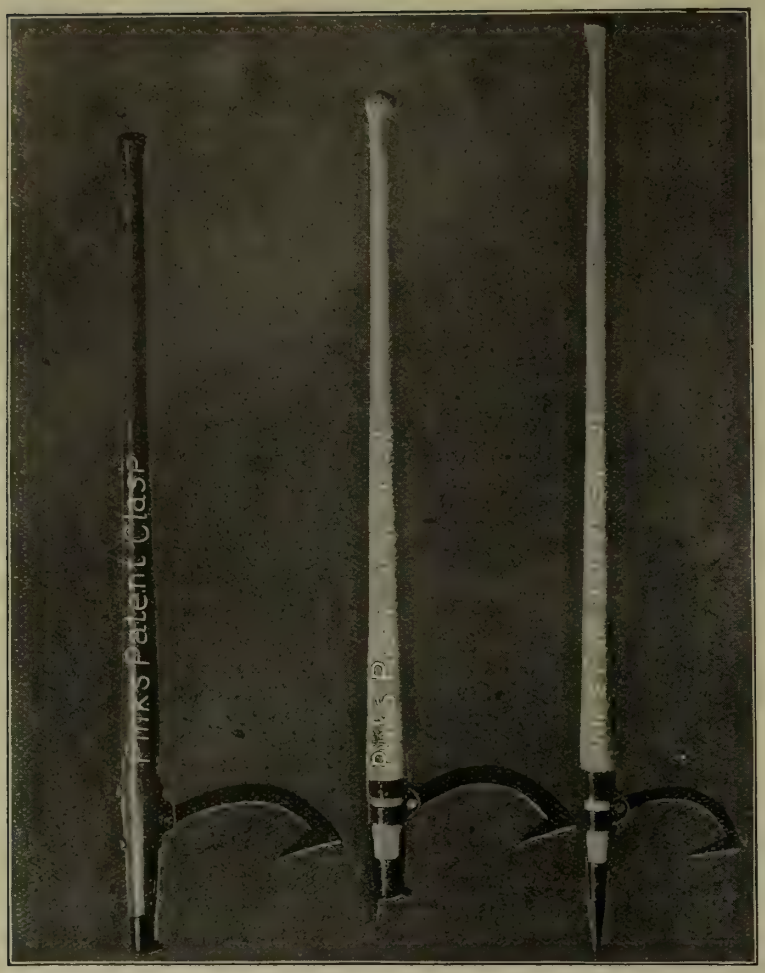
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

Tinned Sheets, Milk Can and Cheese Vat Stock

Write us for prices, before placing your orders.

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

We Issue a Stock Sheet.

Shears and Scissors

WILL MAKE FRIENDS OF YOUR CUSTOMERS

ARE you really satisfied with your scissor, shear and cutlery trade? Have you the trade of the dressmakers, tailors and people who continually use good shears?

¶ Whenever one of your customers wants good scissors or shears, have you a pair to recommend which you know will not come back, but which will give absolute satisfaction?

¶ If you have not, *you should secure the Wiss line just as quickly as you possibly can.* Wiss Shears will advertise themselves—you will see your cutlery business grow, not only on account of the extensive advertising we are doing, but because every pair of Wiss Scissors or Shears that you sell will be an advertisement for your house. That is the line you should handle.

¶ The Wiss guarantee of absolute satisfaction not only protects the consumer but the dealer as well.

The Wiss cost you no more than ordinary shears—but cost more to make—sell better—and satisfy.

It is never too early to order High Grade Holiday Goods if you expect what you want at the right time.

WISS
HOLIDAY GOODS

Gifts that are ever before you will keep alive the pleasant memories of friendship the longest.

SEND A POSTAL AT ONCE TO

LEWIS BROS., Limited

EXCLUSIVE CANADIAN DISTRIBUTORS

OTTAWA
TORONTO
Montreal
VANCOUVER
CALGARY

READ THIS ADVERTISEMENT OVER AGAIN.

1835 — # SILVER WARE — 1835

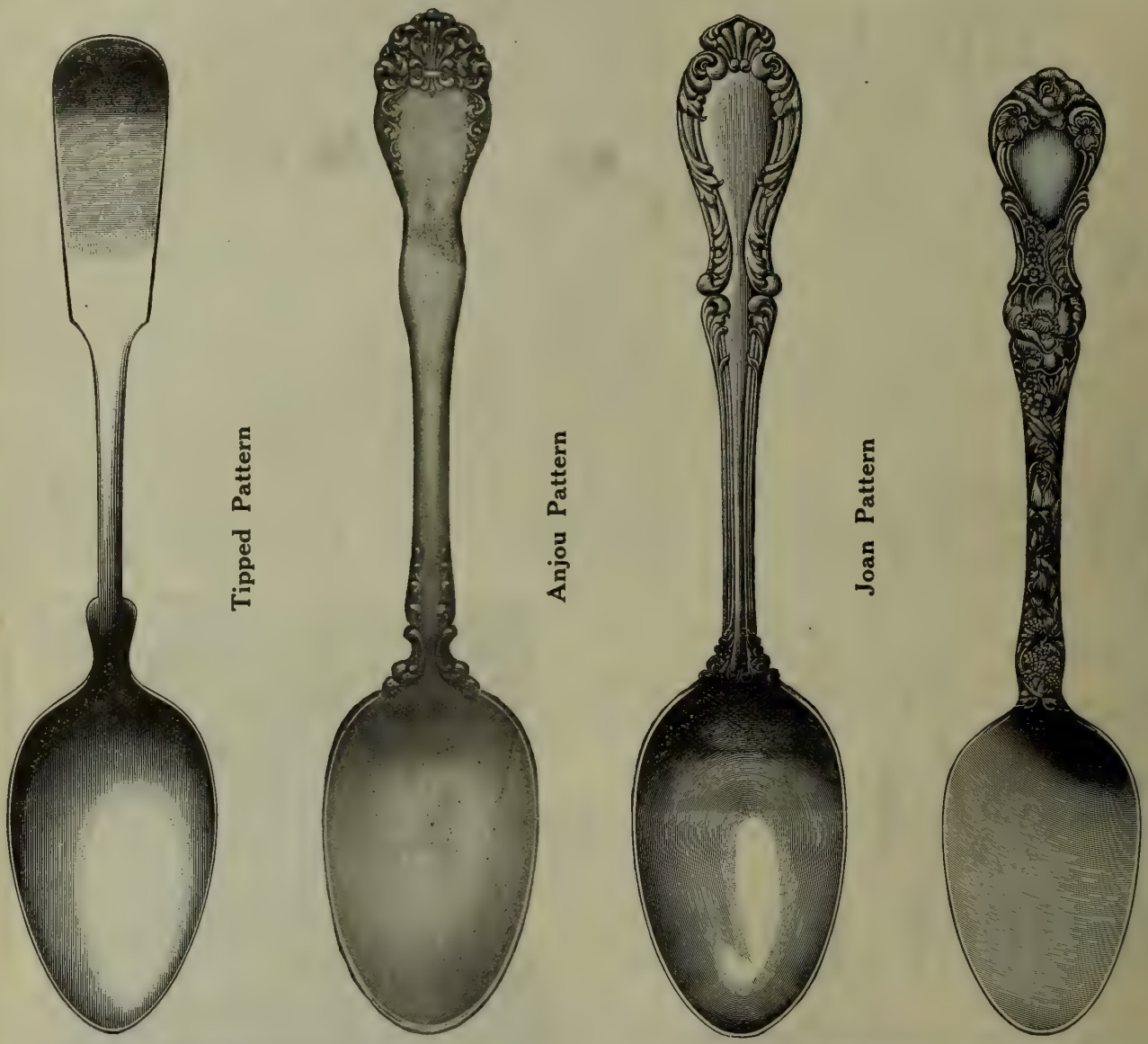
The Silverware that stands the test

TEA SPOONS
DESSERT SPOONS
TABLE SPOONS

DESSERT FORKS
TABLE FORKS
BERRY SPOONS

SUGAR SHELLS
COLD MEAT FORKS
CAKE FORKS

and a large variety of Fancy Pieces



1847 Rogers Bros., Silver Knives and Forks.

7700 R. Wallace & Sons, Silver Knives and Forks.

Half dozen in a box, or in combination sets

WRITE FOR OUR PRICES

Wood, Vallance & Co.

Hardware and Iron Merchants

HAMILTON - - ONTARIO

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

BUILDING PAPERS

Asbestos Building Paper.

		Width
Thin,	About 6 lbs. 100 square feet	36 in.
"	" 8 " "	36 "
Medium,	" 10 " "	36 "
Heavy,	" 14 " "	36 "

No.		Width.	Square feet.
2.	Tarred Fibre Building Paper	32 in.	400
1.	" "	32 "	400

	Ounces.	Width.	Weight.
Tarred Roofing Felt	10	32 in.	50 lbs.
" "	16	32 "	50 "

IS YOUR ROOF TIGHT?

Congo Roofing will make it so. If it's a Congo Roof it will be tight and it will stay tight. Any roofing is tight for a while, but Congo Roofing stays tight longest. It outlasts shingles and costs less. It is easy to lay and simple to maintain.

The rolls are finished with an attractive wrapper and label. The ends are capped with cotton to protect the edges of the roofing.

Rain Proof, Air Proof, Water Proof.
Every Roll Perfect.

Congo Roofing

Thickness	Width	Weight of 108 square feet.
1 Ply	36 in.	35 lbs. per Roll
2 "	36 "	43 " "
3 "	36 "	55 " "

Includes cement, caps and nails for applying. Each roll contains 108 square feet and allows for a two inch lap.

The NEVER LEAK *Roofing*

A strong phrase, but it's a good name for Congo. Perfect rolls, carefully made and every one inspected and tested. No imperfect rolls will reach you That's why it never leaks. There are no flaws, no thin places, no weak spots. Once it is on the roof the water will not get through.

Congo Cement is an extremely adhesive liquid, especially adapted for cementing the laps and joints of Congo Roofing or for patching old felt roofs.

Congo Roofing is easy to apply. Skilled labor is not necessary. You don't have to hire an expert to help. If you can drive a nail you can do all the work that is necessary. The directions for laying are simple, and it is hard to make a mistake. Every roll comes complete, with plenty of nails, cement and caps. There is nothing else to pay for. The roofing is all ready to put down. Just rip off the wrapper and lay the Roofing on the building.

People who buy Congo Roofing for a building once, don't buy any more in after years—for that building, because it is *there to stay*, although the roof costs but little. They do buy more for their *other* roofs. Everyone who tries Congo is soon a convert, and he becomes more enthusiastic the longer he waits for the roof to wear out.

For a fuller line of Building Papers see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

Our Prices are Right

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

We Ship Promptly

WE CANNOT AGREE

with those who claim the people of this community do not appreciate good cutlery. The constant demand proves the contrary.

We are selling more of these high-grade cutlery cases every year.

They make excellent wedding presents.

They are very appropriate for silver wedding gifts.

They are often bought as Christmas presents.

Our cabinets are made in Canada of the best quarter-cut oak, seasoned to our climate, and will not crack. The cutlery is English make of the highest quality, and a choice can be given of several designs and grades.

The Indispensable Carving Set

A serviceable carving set is an every-day need of every household, and our Cutlery Department is fully prepared to supply sets that combine quality, beauty and utility.

No. 5172. Three pieces. No. 5172. Five pieces.

IF YOU HAVE AN ENQUIRY WRITE US

FROTHINGHAM & WORKMAN, Limited

Hardware **Montreal**

F. & W.

F. & W.

The Rush

¶ The rush of Christmas shopping customers will soon be upon you. Have you provided for the trade that will come, the required assortment of all the pretty and useful things a hardware stock includes? Our travellers have been busy the past few weeks showing you our samples of such goods, and many have been the expressions of delight at the beauty of the carvers, cases of scissors, manicure sets, ladies' companions, cases of razors, pocket knives, table cutlery, and silver plated ware we have to offer.

¶ Our trade has been large in these goods this year, but the immense variety we carry and the large territory we supply always leave us with some on hand. ¶ We want you to draw on this stock. Don't lose a sale at Christmas time. If you run out of a line, or have none of the article asked for, **write, wire or 'phone,** giving as many details as possible of the thing you want. Your order will be placed in the hands of experienced cutlery men. We may not have exactly the thing you want but they will use good judgment in filling your orders. If possible name a second choice or an alternative article. ¶ Many articles of cutlery, and other goods such as skates and revolvers, can be **sent by mail**, the heavier and larger orders **by express,** and still leave you a good margin of profit on the transaction.

¶ Make the most of your opportunities for Christmas business.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses, MONTREAL

Warehouse at WINNIPEG, CANADA

Showrooms, **TORONTO**, 77 York Street
OTTAWA, Holbrook Chambers
QUEBEC
FRASERVILLE

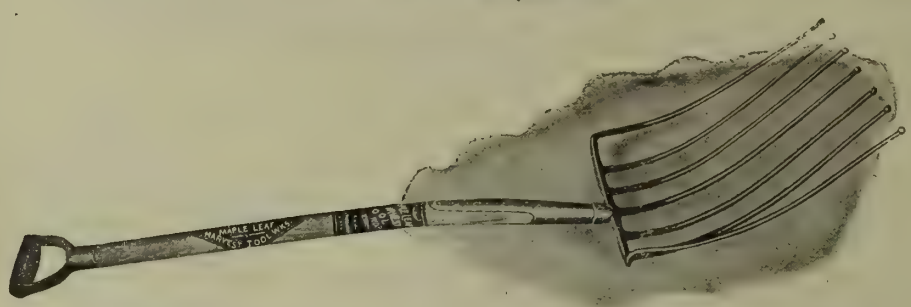
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

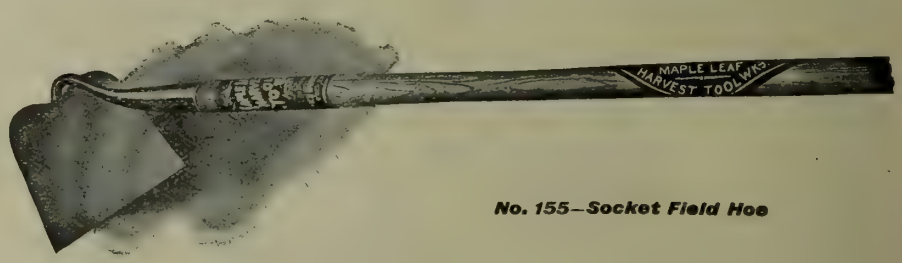
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork

No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

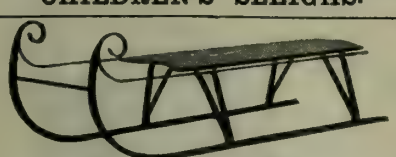
BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-319
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CHILDREN'S SLEIGHS.



Order now for Christmas. Strongest, lightest, most attractive sled on earth, ask your jobber or write
JAMES & REID, PERTH, ONT. For Catalogue

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

THE COLLINS MFG. CO. TORONTO
"Buy the best," it is always the cheapest; we make the best Stove Pipe Thimbles, Registers, Air-tight Heating Stoves—Nestable, Drums, Cinder Sifter Shovels, Bread Toasters, Asbestos Mats, Safety Lanterns, Sprayers for Fruits, Vegetables and Disinfecting purposes. A post card will bring full particulars.

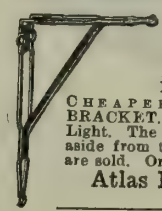
METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

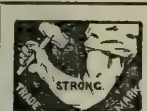
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

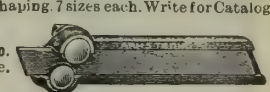
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.



VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

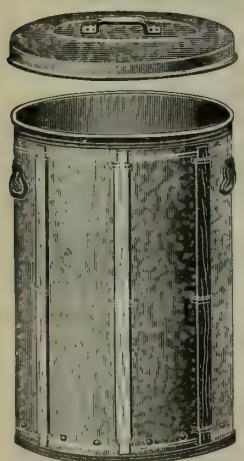
The best-selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling



Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited

144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.

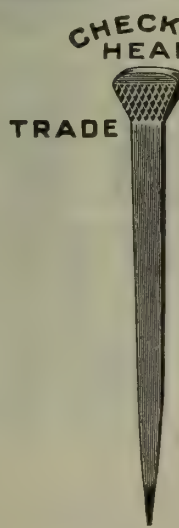
MONTREAL, Que.

Toronto, Ont. St. John, N.B.

CAPEWELL HORSE NAILS

"MADE IN CANADA"

"THE BEST IN THE WORLD"



A lifetime of study, investigation and practical experience has produced the Capewell Horse Nail, which stands to-day the **Lightest**, **Strongest** and **Most Economical Horse Nail** in the world.

Capewell stands for the "Horse Nail of Quality," and it will pay you, Mr. Dealer, to handle the Best.

THE CAPEWELL HORSE NAIL CO.

Toronto, Ont.

Branch Offices and Warehouses: Winnipeg, Man.
Vancouver, B.C.

CURVE MOULDING MACHINES

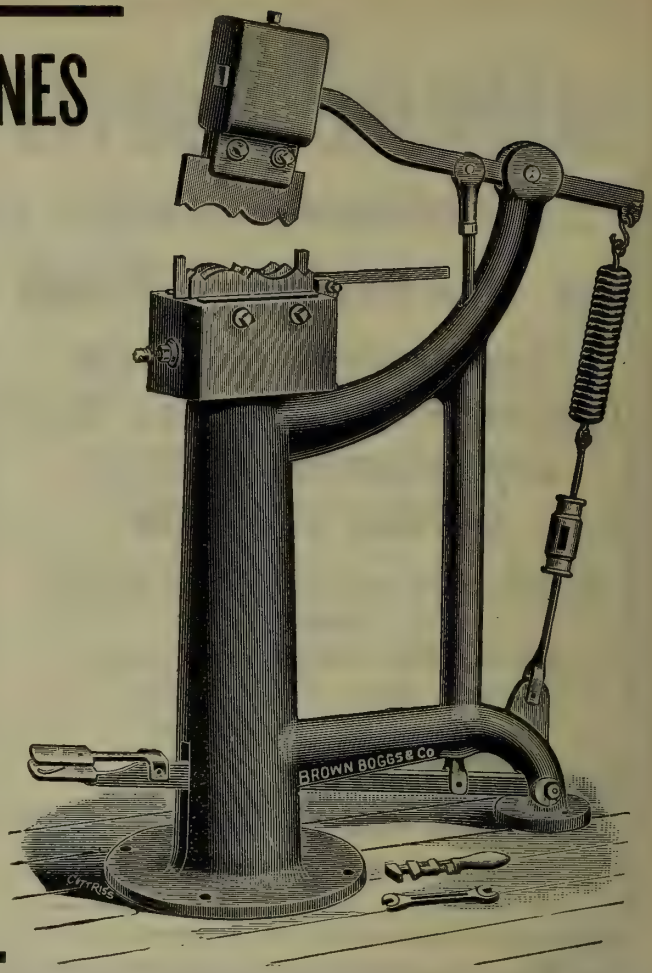
This cut represents our No. 14 Foot Power Machine. For the **Rapid** formation of curved mouldings in sheet metal, this machine has no **Equal.** Any **New Design** can be produced on this machine at a small cost.

We manufacture both FOOT and POWER machines.
Write for price and full particulars.

The Brown, Boggs Co. LIMITED

Hamilton, Ont.

MANUFACTURERS OF
TINSMITHS' TOOLS, CANNING MACHINERY, PRESSES and DIES



329 FOR THE PRICE OF 1

Last month three hundred and twenty-nine magazines and periodicals reached the Editorial Department of the **BUSY MAN'S MAGAZINE.** Each of these was carefully ransacked by a competent editorial staff, and the most **interesting, live, up-to-date** articles selected and reproduced in the

Busy Man's Magazine

Think of the value of this single number of the **BUSY MAN'S** to you—containing, as it does, the cream of the world's periodical press.

You will not have to turn over a dozen pages to get one that interests you. Every article is interesting, selected as it was from a leading magazine because it was the best in that publication.

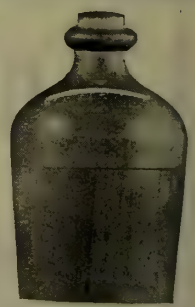
Yet this many-in-one magazine is only $2 per year.

We have a special offer which will interest you.

Write us to-day. **A post card will do.**

THE BUSY MAN'S MAGAZINE
10 FRONT STREET EAST : : : TORONTO

TIGHT MONEY



Times of financial stringency need not be feared by the family with a well filled bank. We assist to this end by packing our

HIGH-CLASS CARPET TACKS

in a neat little wooden bank, as above.

RETAILS AT 5 CENTS.

A Great Seller **Liberal Profit**
All sizes, blued and tinned.

Send for Samples and Prices.

THE BAZIN MFG. CO.

94 Arago Street, QUEBEC

TRADE MARK

FOR PLATE

How is Your Stock of

White Nickel and Plated Flat Ware?

We have on hand a special consignment of SPOONS and FORKS in

"Alaska" and "Singalese" White Nickel Hutton's "H. & S. A1" Silver Plate from which to make immediate shipments.

If your jobber has none of these goods, let us know and we will supply you through him.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK

FOR CUTLERY

"THE NAME'S THE GUARANTEE"

The above is a reproduction of our colored show card. If this cannot be obtained from the undermentioned wholesale houses, who carry our saws, we shall be glad to send on receipt of business card (free).

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

Cistern Pumps

There are a great many varieties but we have one of the very Best on the market, in our fig 203. Brass Cylinder, Glass Seat, Close Spout Cistern Pump with Reversible Cap and Drop Valve arranged to drop the water to prevent freezing

We stand behind our goods and guarantee satisfaction.

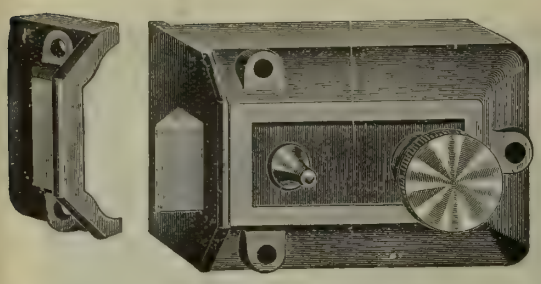
We manufacture Pumps, Scales, Elevators, Trucks, etc.

The Aylmer Iron Works Co.

LIMITED

AYLMER, - - ONT.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

DEALERS!

We are offering agencies for

NORTON GRINDING WHEELS **YALE and TOWNE CHAIN HOISTS**
HOT FORGED DRILLS **PRATT and WHITNEY TOOLS**
SHEFFIELD FILES, Etc.

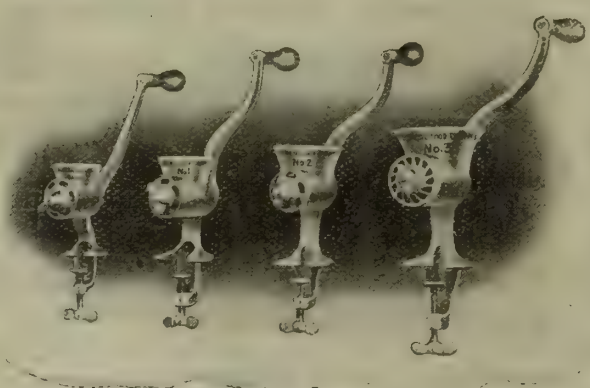
We will make attractive offers to dealers putting in these lines, and will help advertise. Write for details before putting in your 1908 stock.

THE CANADIAN FAIRBANKS CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

The "Big Four" Route

to speedy and lasting profit is shown in this illustration.



THE

"GENERAL" and the "SHIRREFF"

self - sharpening, non - rustable steel knife Food Choppers, command a ready sale wherever shown. And every one sold means a first-class advertisement for the hardwareman who sells it.

WRITE FOR THE POINTS OF PROFIT!

Shirreff Mfg. Co., Ltd.
Brockville, - Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation.. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

Manufacturers of

Iron and Steel Wire
Barb Wire
Galvanized Wire
Coiled Spring Fencing
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
Spring Cotters
Steel Wire Barrel Hoops

We have in stock and can ship promptly all sizes of

ANNEALED WIRE

also

WIRE BALE TIES

Cut to any desired length with single loop.

Write for prices

Steel Fishing Rods

EFFICIENT ADVERTISING Beautiful and powerful magazine advertising, catalogues, calendars, hangers, signs, booklets and circulars, besides free fishing cuts for dealers' local papers.

FACTORY DOUBLED so great is the popularity of "BRISTOL" rods that we have doubled our factory. Push "BRISTOLS" and see your trade double.

THE ORIGINAL STEEL Fishing Rods are "BRISTOLS." They made the reputation for steel rods. Their reliability, resiliency, flexibility and adaptability to all kinds of fishing have proven their superiority.

THREE-YEAR GUARANTEE tied to every "BRISTOL." You don't have to argue. "BRISTOLS" sell themselves. Liberal profit to the dealer.

Write for catalogue proof sheet of fishing cuts and full particulars.

THE HORTON MFG. CO., - Bristol, Conn.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

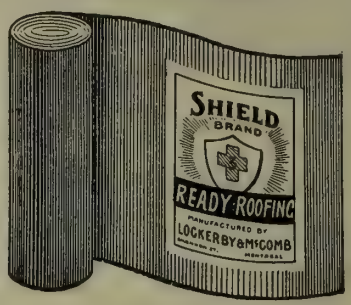
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is warranted.

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.
Fultonville
New York

This Trade Mark guarantees Satisfaction

An Everlasting Fence

has not yet been discovered. But the nearest thing to it is the

"Dillon" Hinge-Stay Field Fence

You can't bend the strand wires of the Dillon because weight first acts on the **hinged stays,** which bring the fence back to position the instant the weight is removed.

"THERE IS MONEY IN THE DILLON."

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by {**Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

HARDWARE AND METAL WANT ADS

CAN

Switch You On The Right Track

If you have any proposition of interest to Hardware stove and tinware dealers, clerks, travellers and manufacturers, a want ad in Hardware and Metal will solve it for you.

Surely it is worth 25 or 50 cents to find some man in another city, or another province, who is looking for just such a proposition as you have to offer.

Don't wait for something to turn up, you have probably been waiting now a month, or it may be a year—A thing begun is half done. **We can Switch you to the man you are looking for, but you must take the first step.**

Are you an employer looking for employes, or a clerk, wishing to secure a position as traveller?

Have you an old counter or show case which you want to sell, in order that you may buy a new one?

Do you wish to sell your business or take in a partner with some ready cash?

Have you a set of Tinners' Tools to sell, or would you like to purchase a second-hand set from some dealer?

Try a want ad in Hardware and Metal. The cost will be small.

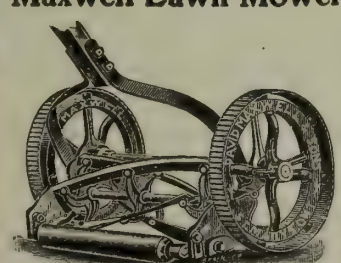
2c. per word first insertion
1c. per word subsequent insertion
5c. additional, each insertion when box number is desired.

HARDWARE AND METAL

MONTREAL **TORONTO** **WINNIPEG**

Do You Handle These Money Makers ?

Maxwell Lawn Mower



Durability, Finish and Efficiency Unsurpassed by any other mower on earth.

Favorite Churn

By lightening women's labor it adds weight to your bank account.

David Maxwell & Sons, St. Mary's, Ont.

YOU CAN'T GET HURT

by the bursting of a Hamilton Rifle, for the simple reason that a Hamilton Rifle can't burst. This is a point which it would be rash for you to claim for ordinary moderate priced rifles. Therefore the

HAMILTON RIFLE

is the rifle for you to sell

Only specially selected and tested rolled steel is used in Hamilton Rifles. And only skilled men put the parts together. It is the safest rifle to use, and the most profitable rifle to sell.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

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Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

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Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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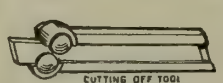

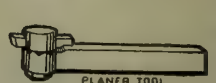

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into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction coverd by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

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"THE TOOL HOLDER PEOPLE"
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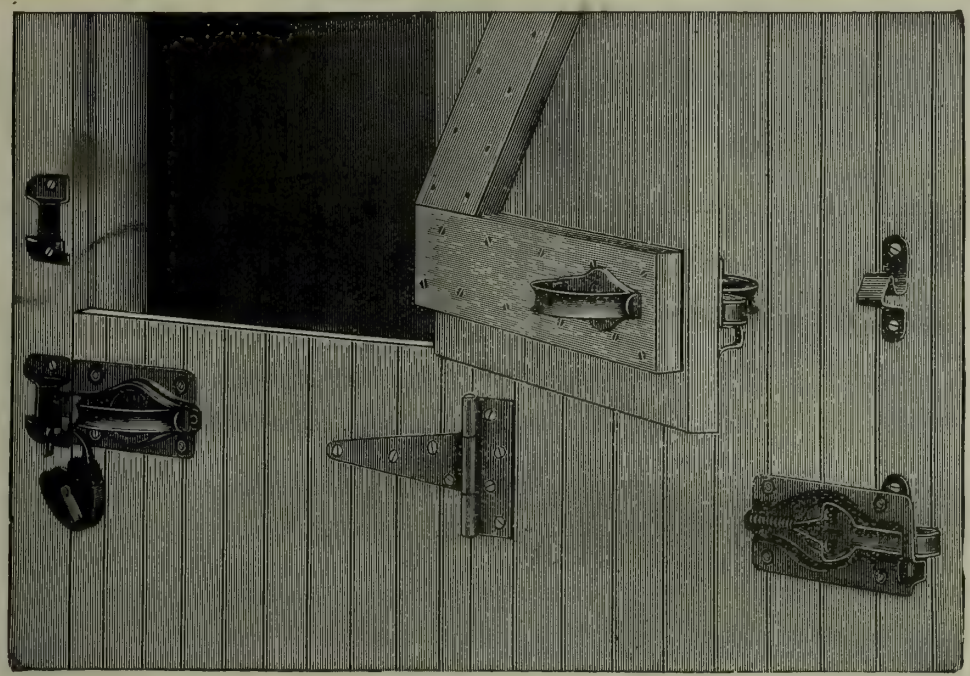
IT'S A LATCH THAT EVERY BARN NEEDS



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STEEL BARN DOOR LATCH

It is convenient; it is strong; it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

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Manufacture every variety of

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The Asbestos Sad Iron is a good Christmas suggestion. Any iron or set that we make is an acceptable gift for women.

Why not put some Asbestos Sad Irons in your Christmas window trim along with other nickel-plated ware?

The Asbestos Family Cabinet is a great holiday specialty. It is a gift that pleases—practical, but elaborate enough to satisfy all requirements of the season.

Men don't appreciate the trials and tribulations of ironing. If they did, a great many more men would delight their wives with an Asbestos Family Cabinet at Christmas time.

Wouldn't it be a good thing for the women—and for yourself—to set men right on this subject? And a timely suggestion will be appreciated by the men themselves.

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The *Marlin* Model 1897 .22 caliber repeater has always been the best small bore rifle on the market since it was introduced.

The *Marlin* Model 1897 lasts twice as long as the ordinary .22 for it is solidly built of the best gun steel produced. The barrel is of special gun barrel steel welded and planished in the bar, and contains no seams nor hard spots. It is carefully bored and rifled deep with the old unsurpassed Ballard system of rifling.

The breech mechanism embodies the splendid *Marlin* solid top, side ejection and closed-in action, and is made of the same special steel used in the *Marlin* high power rifles.

The walnut of the stock and fore-end is air seasoned for two years in our own sheds and a glance at the cut will prove how beautifully we shape and finish these parts.

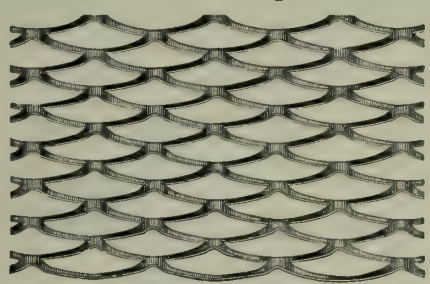
The rifle takes down, without tools, to pack in a small space or for cleaning, and the action and chamber handle .22 short, .22 long or .22 long-rifle cartridges without any change being necessary in the gun.

To the genuine lover of the small bore this handsome, durable, accurate *Marlin* Model 1897 repeater is bound to become a treasure compared to which its original cost is most insignificant.

Ask your dealer to show you one of these rifles or write us for our handsome new catalogue, which will be sent upon receipt of three stamps.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable.

See this Lath before buying elsewhere.

Once used, always used.

Samples and full particulars mailed free upon request.

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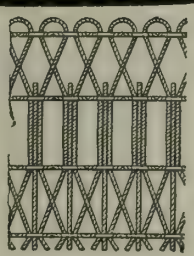
IS THE BEST OF IT'S KIND

IMPROVED CARPENTER'S TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.



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With or without posts and rails.

You can sell our

Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises

and other specialties for **Lawns** and **Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co.

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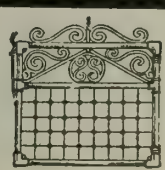

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Extra Quality

Special Prices to the Trade

The Howland Pump Oiler

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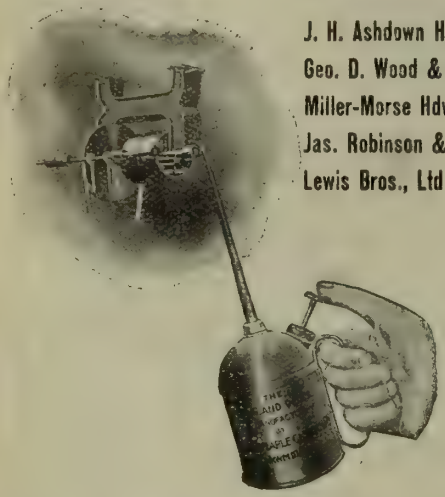

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A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

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It stands to reason that if you sell a man a poor axe handle, which breaks the moment extra strain is put on it, that man will have a poor opinion of you and your store. It is equally evident that he will trade with someone else if that be possible. The inference is, that the more reliable the handles you handle, the less chance there is of losing customers, and the more chance of gaining customers which the other fellow loses. The way to get and keep the trade is to stock

Still's Hickory
Axe Handles

Write for lists and discounts!

J. H. Still Manufacturing Co.
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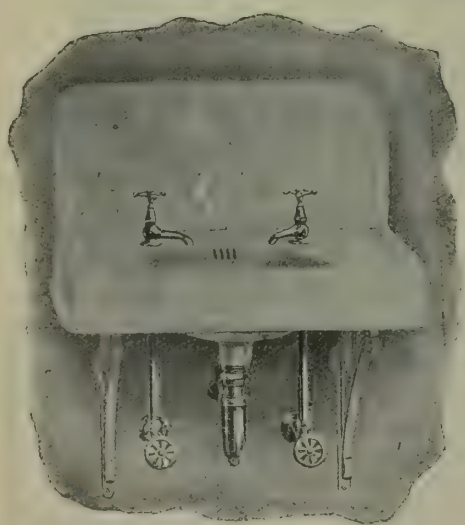
FREELY ENDORSE

Standard Ideal Porcelain Enameled Ware



Made in Canada this Ware is the equal of any foreign product of a like nature.

The Standard Ideal Company,
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ALL SIZES OF PERFORATIONS AND THICKNESS OF METAL

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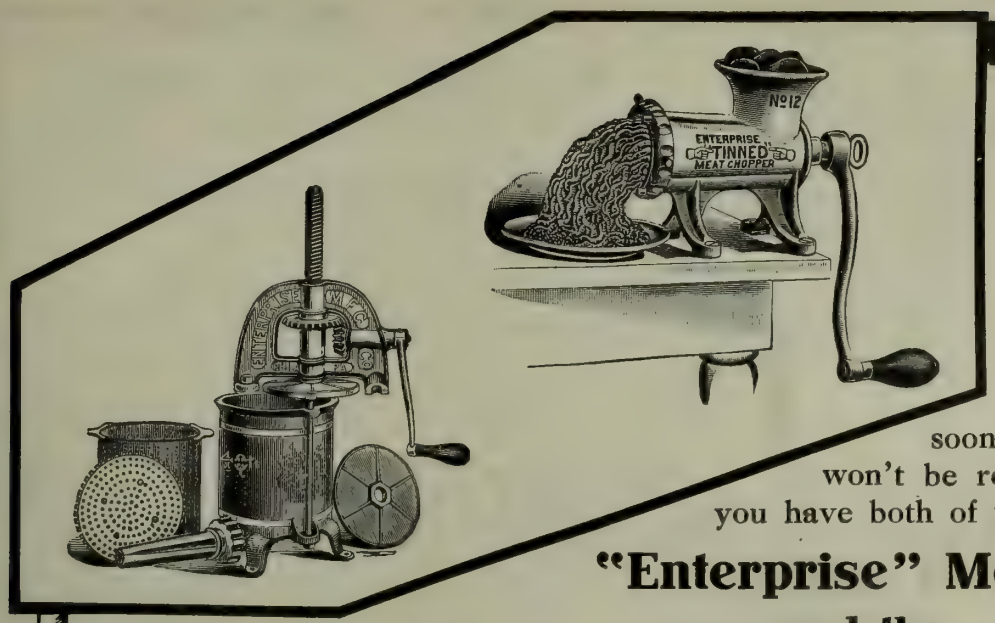

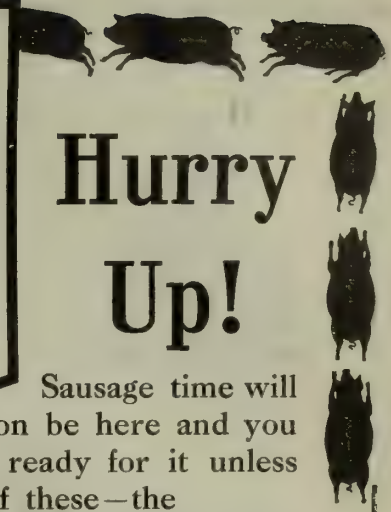

Hurry Up!

Sausage time will soon be here and you won't be ready for it unless you have both of these—the

"Enterprise" Meat Chopper and the "Enterprise" Sausage Stuffer and Lard Press

One chops the meat and the other stuffs the sausages as "easy as can be," in the shortest time with the least effort, and the sausages are as "good as can be."

The *"Enterprise" Sausage Stuffer* has the cylinder bored absolutely true, and has a Patent Corrugated Spout that allows air to escape from the casing as the sausage is stuffed, thus assuring the preservation of the sausage. Take time by the forelock and jog your jobber *now.*

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Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer.

London Rolling Mills
London, Canada

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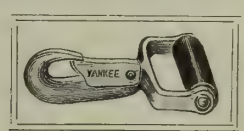
THE ONLY ROLLER SNAP WITH A BRASS LEVER SPRING



THE BEST "SNAP" FOR THE BREAST STRAP
Sizes 1¼ 1½ 1¾ 2 inches
Strongest and Safest. Cost You No More.
COVERT MFG. CO., = TROY, N.Y.

Invaluable to the Ad-writer

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Brooms have been offered to the trade in Canada for well over half a century and at no time has their reputation stood higher or their distribution covered as wide an area as at the present time.

"PANSY" BROOM

wears longer and gives better satisfaction than any other broom on the market to-day.

We make some lines that are larger and some others with more expensive handles, but the "Pansy" is the correct size for family use and the material and workmanship are

Absolutely the Best

that can be procured.

If you have not already stocked them a sample order will convince you.

H. W. NELSON & CO., Ltd.

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Factory,
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PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

SUCCESSFUL HARDWARE MERCHANTS

Are Successful Because

THEY SELL ONLY RELIABLE GOODS

They are the ones who always buy Penberthy Injectors and sell Penberthy Injectors.

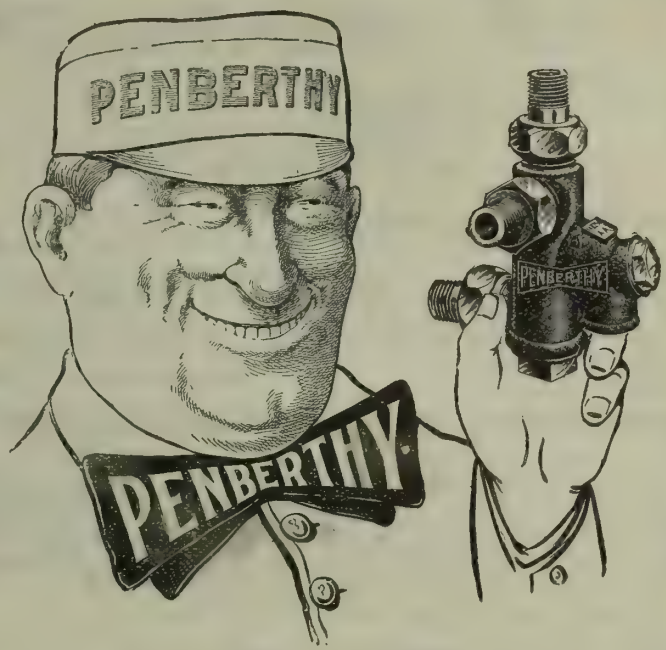
Now-a-days people want the best and they won't listen to the Fairy Tale about "The Just As Good Kind."

Penberthy Injectors have satisfied 400,000 Engineers, because they are made right from the casting up.

If you are not a Penberthy man it's Money in your Pocket to be Converted Quick. That's a good enough reason.

"THE INJECTOR WITH A REPUTATION."

BE VERY CAREFUL OF IMITATIONS.



THEY ALWAYS WORK.

MANUFACTURED ONLY BY

PENBERTHY INJECTOR CO., LIMITED, WINDSOR, ONT.

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Flawless Window Glass

Have you ever unpacked a shipment of Glass and found many a sheet full of blotches and smudges? Annoying, isn't it? Might as well make sure next time, and order the

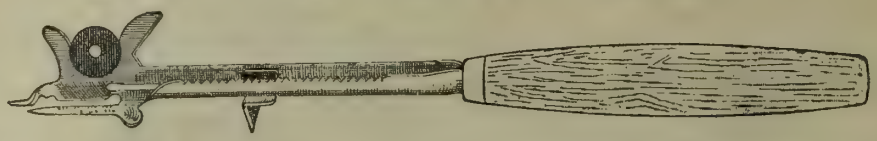
Best Glass—The "Hobbs" Kind

When you order Glass from us we really do exert ourselves to win your approval. It's a matter of business, as well as of manners. We want you to join the ranks of our legion of "come-again customers." Our Catalogue is very interesting, and it's well worth your while to sit down now and write for a copy—only costs you the stamp on your letter to us.

The Hobbs Manufacturing Co., Ltd.

LONDON TORONTO WINNIPEG

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Peels and Slices Fish. Sharpens Knives, etc.
Pays for itself in no time. Admitted by everyone to be the

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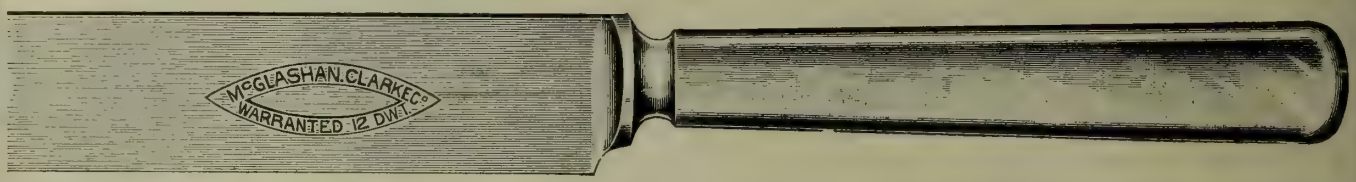
CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.



Our Guarantee is very definite. We guarantee all our goods to be thoroughly as represented. This protects you, and forms an extra inducement to your customer. Our line of Cutlery, Plated Ware and Nickel Silver Flatware cannot be excelled for real value in quality and appearance anywhere on earth.

THE McCLASHAN, CLARKE COMPANY, LIMITED,
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OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
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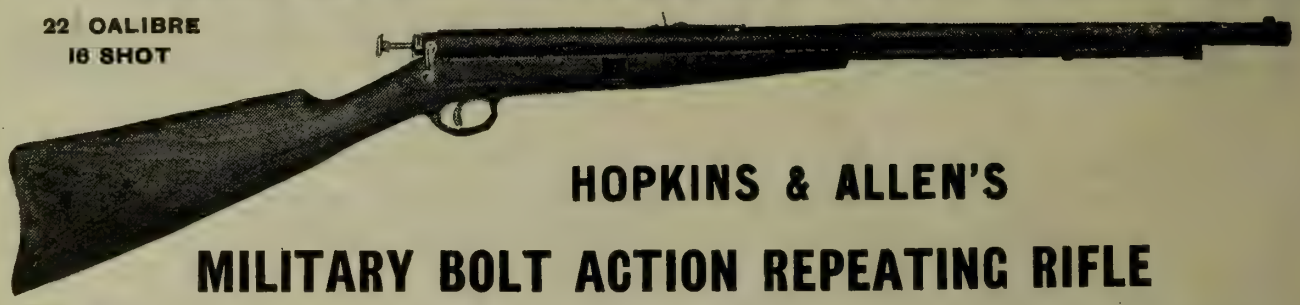
A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



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MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIREARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

Shows Bolt Drawn Back—Position for Ejecting Shells.

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DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
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mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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All corrugations even, straight and true.

A full line of Accessories such as Ridge Cap, Hip Cap, Valley, Galvanized Nails, Washers. etc.

Send us your specifications for a figure—it will pay you.

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
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All made out of the
BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
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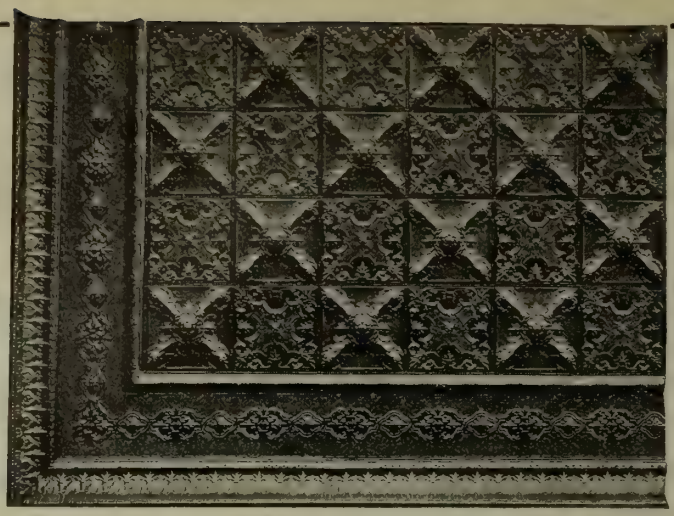
We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

LOUIS XIV



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The Beauty of Our "Classified" Ceilings

is due to the fact that every detail is specially designed with a view to harmony. They give a pleasing decorative effect that users never tire of. And they are positively the easiest ceilings on the market, to erect.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

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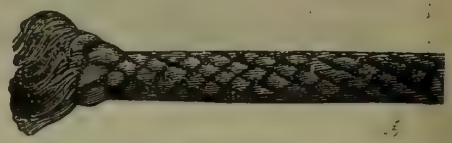
Buy the Best.



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Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
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Manufacturers' Agent and Metal Broker,
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BASS AND TROUT FLIES
$1.10 per hundred, postage included.
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Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
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Manufactured by

ONTARIO LANTERN AND LAMP CO.
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When you get our goods you know you get the BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
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Nursery Chests
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Crumb Trays and Scrapers
Tea and Bar Urns
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All High Grade and exceedingly presentable.

REPRESENTED BY

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"GOOD CHEER" STEEL RANGES

THE

Sunray

A moderately-priced high-class steel range.

4-hole top, with 18-inch oven
6 " " 20 "

with cast base or on feet. The attractiveness of design speaks for itself, and we guarantee the quality A1.

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There's More Than a Name—There's Money—in the

"Great Idea" Steel Plate Range

No other range on the Canadian market, or on any other market, has so many selling points as the **"Great Idea."** A few of them are: **Pan Lift Top**—for broiling, or feeding the fire; **Double Oven Top**—cast top with steel top underneath, which keeps the heat where it belongs—in the oven; **Pouch Feed, Swing Draft Door**; **Polished Steel Body**; **Three Thicknesses** in all **Flues**—steel, then asbestos, then more steel—**even below the oven**; easily removable **Duplex Grates**, which can be removed without the least trouble by anyone; **Grand Wood Fire Box**; **Heavy Cast Back Flue**; and

Many Other Good Points

which we want to tell you about.

Supplied either on legs, as in cut, or on a cabinet base.

The time to write about it is NOW.

Guelph Stove Co., Limited

Guelph, - Ontario

AN OXFORD OAK

with a price card on it will sell easier than any other twelve dollar article. These are the days for heating stove business.

You can talk convincingly about the **Nickel Reflector Door** and the **Mica Openings in the Fire Door.** The Oxford Oak is different from anything your opposition has.

Write on a post card

"Send me a 120 Oxford Oak"

If you are an Ontario dealer it will only cost you $8.53.

The

Gurney Foundry Company

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What about Stove Lining?

Did it ever occur to you that fire brick is cumbersome and out of date? Well, it is! Our

ASBESTOS STOVE LINING

is the modern lining. It is a perfectly fire-proof lining for every style and size of grate, stove, range, heater or furnace. Our

ASBESTOS FIRE-PROOF FURNACE CEMENT

is the finest thing on earth for mounting and repairing stoves and furnaces. It is absolutely fire-proof, easily applied and is really permanent.

THERE IS MONEY IN BOTH LINES

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The fact that our output has

Doubled in One Year

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Stevens-Hepner Company

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The Very Articles for Xmas Trade

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CHILD'S SETS
CUP, SAUCER AND PLATE

"FAMOUS" WHITEWARE

Attractive
Ornamental
Refined

These sets are beautifully finished and yet have the toughness that resists hard usage.

Three coatings of snowy-white enamel both inside and out.

Enamel mixtures pure and non-injurious.

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"CANADA" AND "IMPERIAL" WARE

These are lower priced sets than the "Whitewear," and represent all the good qualities of our "Canada" and "Imperial" ware.

No flaws. Wearing qualities assured.

For daintiness
Child's Decorated Sets
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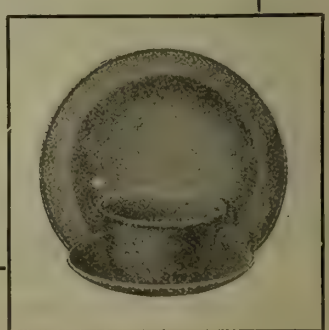
are especially suitable. Made in blue only, decorated with gold.

McCLARY'S FAMOUS ENAMELWARE.

THEIR PARENTS WILL BUY THEM

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY



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Full Nickel Plated

Montreal Pattern

Extra Fine Quality Tool Steel Runners, Narrow and Well Tempered.

PERPENDICULAR SUPPORT.
VERY LIGHT AND NEAT.

For Sale By Leading Wholesale Hardware Houses.

THE "JAXON" LAMP BRACKET

Patented July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is moveable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

JAXON BRACKETS and reflectors, with founts, $1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - - HAMILTON

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Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills
LIMITED

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HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES' COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
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Best in the World

Enamelled Bricks
All Colors

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Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

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SCREEN DOORS
WINDOW SCREENS

Some of the inducements for dealers to handle our goods are—

The EXTENSIVE and HANDSOME lines.

The name "Sanderson-Harold" guaranteeing QUALITY and SATISFACTION.

SANDERSON-HAROLD CO.
LIMITED

PARIS, - - - - ONTARIO

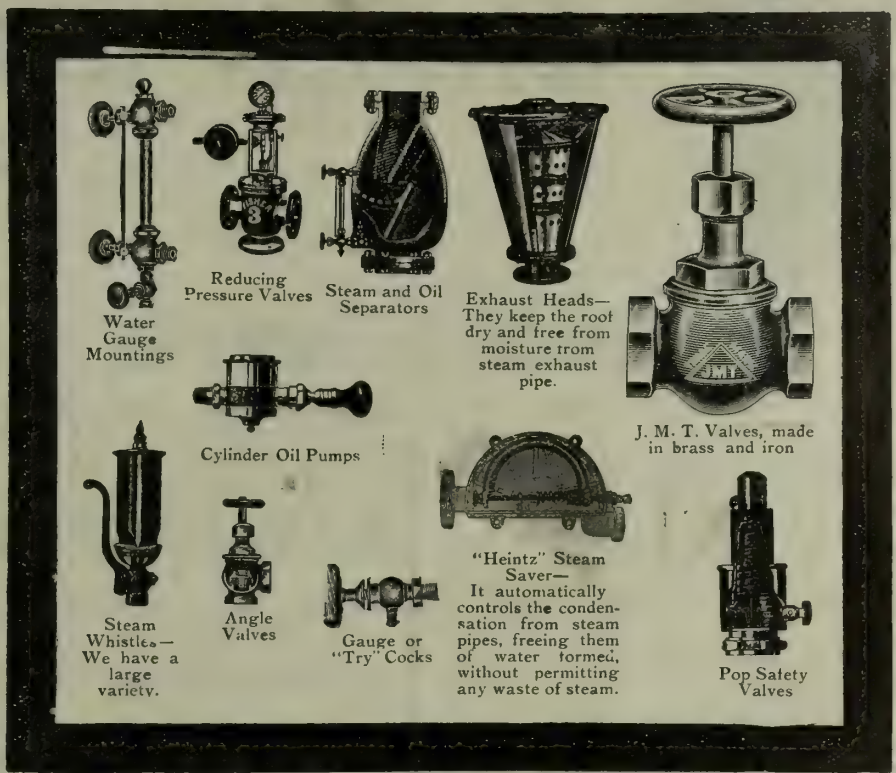
Steam Specialties and Supplies

You may require something in the line of

Valves, Pipe and Fittings &c. for a Local Steam Plant.

We make a line of "High Grade" Goods for

The Engine and Boiler Room, Heating Installations, Water Pipe Lines, &c.



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The Jas. Morrison Brass Mfg. Co., Limited 93-97 Adelaide St. W. TORONTO

Eureka Hangers

The best on the market. Particular men say so—so we merely repeat their statements. It does hold the collar correctly, and a well-made coat cannot wrinkle on this hanger. The only hanger which holds the concave shoulder properly in place.

The Eureka Trousers Hanger is the simplest and best. No rough edges to mar the finest fabric. The adjustable hook can be turned down to occupy the least possible space.

Ornamental, Economical and Useful. Hence the best possible sellers. Let's mail you interesting facts.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

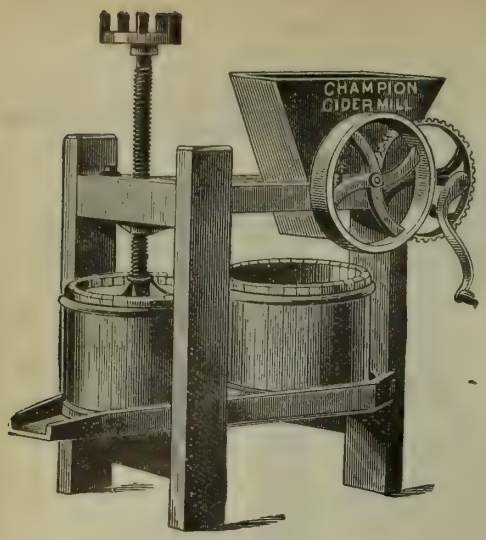
KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.



Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

The London Foundry Co., - London, Ont.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH ROGERS & SONS, Limited

When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

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THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

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Head Office: Toronto, Ont.

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Sell A Guaranteed Cement!

We know that our cement deserves its place at the head of all other brands. Therefore we guarantee that every pound of

Sterne's Asbestos Stove and Furnace Cement

is more durable, more economical and has greater heat-resisting power than any other cement on the market.

G. F. STERNE & SONS, BRANTFORD, ONT.

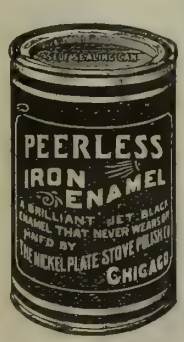
"DIAMOND" BRAND FITTINGS

are perfect in all points. Perfect in material, perfectly threaded and perfectly finished. We should not claim perfection for "Diamond" brand if it did not deserve it, because we deal with shrewd men. In fact, it is the shrewd dealer who sees "Diamond" brand merit, and profits by it.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA



8 oz. Can.

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1 Doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

You handle Hardware, possibly, in connection with your groceries and general stocks. You want to be posted on all lines. There is

NO PAPER IN CANADA

that gives more thorough and valuable pointers to General Storekeepers than

The Canadian Grocer

It is issued every week. Costs only $2.00 per year. Send for sample copy.

THE CANADIAN GROCER

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Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
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CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
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GUELPH, ONT.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd,

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THE WAGGONER EXTENSION LADDER

is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired Every painter, tinner, stacker and farmer needs one

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.
LONDON, - - CANADA
E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.

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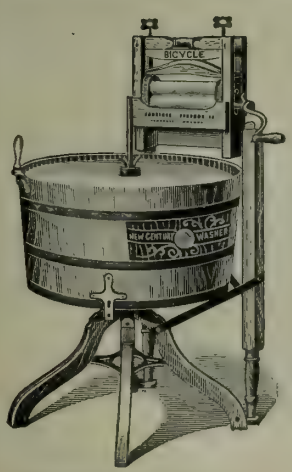


New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

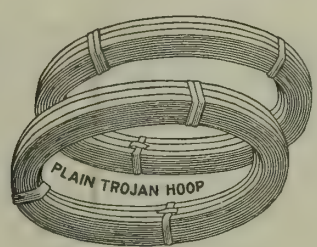
The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

TROJAN HOOP IRON

BLACK (Oil Finish) and **GALVANIZED (Bright Finish)**



Widths	Gauges
$\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 1 in.	26, 27, 29.

$\frac{1}{2}$x29 will run 40 feet to the lb.
Packed in bbls. of 500 lbs.

The Only Hoop to Handle.

J. N. WARMINTON,

43 Scott St., Toronto 207 St. James St., Montreal

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BEST IN THE FIELD

More than 75 per cent. of all the metallics used in Canada is made and guaranteed by us. Do you want a share of this business? The shooting season is here with its big demand.

How about your stock?

Dominion Ammunition is made for all popular fire-arms: Ballard, Colt, Hamilton Quackenbush, Hopkins & Allen, Marlin, Remington, Savage, Stevens and Winchester Rifles; Colt, Forhand, Harrington & Richardson, Iver Johnson, Remington, Smith & Wesson Pistols and Revolvers.

If your jobber won't supply you, write us.

Dominion Cartridge Co., Limited, Montreal

SAVORY SEAMLESS ROASTERS

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

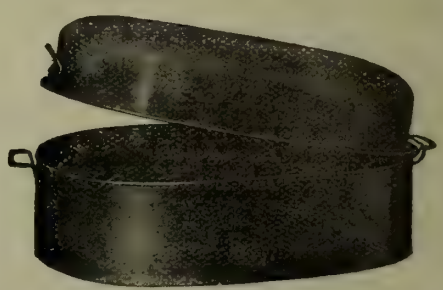
Perfectly smooth and seamless without a corner or an angle or a groove or a corrugation or a seam or a fold of any kind—just a plain, smooth surface that's easy to clean.

FAMILY SIZE (11¼ x 17¼ x 8¼ inches)

List Price, per doz.

No. 200 Finest Siemens-Martin Blued Steel, $16.00
Made in Pearl Ware only..... 40.00

Case Lots.....½ Dozen.



HOTEL SIZE (13 x 19 x 10 inches)

List Price per doz.

No. 400 Finest Siemens-Martin Blued Steel, $28.00

Case Lots.....¼ Dozen.

THE KEMP MANUFACTURING CO.

COR. GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., MONTREAL, QUE.

Customs Department's Peculiar Ruling

Ottawa officials interviewed regarding the unjust ruling which forces jobbers to pay an additional 5 per cent. on hardware articles which are nickle plated—Claim they cannot right an existing wrong.

Ottawa, Nov. 26.—Some days ago inquiry was made of a leading official of the Department of Customs as to the progress which was being made in removing the snags created by the new tariff. The reply was in refreshing contrast to the pessimistic tone adopted by the same official only a few months ago.

It is obvious that in recasting the tariff of customs duties in such a radical fashion as was done last session, many inequalities were bound to occur. He would be a Heaven-born statesman that could devise a scale of duties which, while furnishing a revenue adequate for the country's needs, would not unduly advance the interests of one industry and injure another's. Many have been the inequalities discovered in the new tariff, and where it has been a case to which precedent or common sense would apply, the departmental officials, or the Board of Customs, has adopted a liberal view where such matters came before them. When the question at issue involved a strict adherence to the letter of the law, then, of course, the board has had to make its ruling accordingly, and it is in such a case that possibly an injustice, which cannot be remedied for the present, has arisen.

On this point of the removal of tariff inconsistencies a word or two will suffice. The present Government has laid it down as a positive principle that there must be such a thing as tariff finality. Although in the schedule of duties of 1897, many errors or inequalities developed, it was the most difficult thing to induce the Minister of Finance to remedy them, with the result that from 1897 to 1907 barely a dozen tariff amendments were submitted to Parliament—a remarkable contrast to what occurred in the early days of the N.P. Similarly it is questionable whether Mr. Fielding will be disposed to open the tariff door of 1907. Only in a very glaring case of injustice or inequality would he be disposed to ask Parliament to revise one or more items. Once the lock is taken off the gate the Minister knows well that it would be difficult to withstand the rush of applicants looking for favors. Hence the chances are that at the coming session the bars will be kept up.

An instance of the difficulties attendant upon tariff making, and the injustice which may often arise, is referred to in Hardware and Metal of Nov. 16. I have endeavored to get at the genesis of tariff item 362, which imposes a general duty of 35 per cent. on nickel-plated ware, and the following may be accepted as the official version:

The opinion expressed in Montreal that the item was designed to affect a certain class of nickelware that jewelers carry, is, I am assured, incorrect. The clause was inserted in the tariff as protection pure and simple, and the incentive to this came from the city of Toronto. While the Dominion Ministers were making their tariff inquiries they were approached by representatives of plating works in Ontario, who asked for tariff consideration, and they got it.

A brief examination of the change which has taken place will doubtless be of interest to the trade. John McDougald, Commissioner of Customs, pointed out to me that in the old tariff (item 289), "tools of all kinds for hand or machine use, n.o.p." were dutiable at 30 per cent. This item disappeared in the tariff of last session. There is no mention of "tools, n.o.p." Tools, the Commissioner mentioned, are now dutiable according to the material of which they are made. If of wood, the general tariff is 25 per cent.; if of iron (not plated) 30 per cent.; if plated 35 per cent., the latter being under item 362, "articles consisting wholly or in part of sterling or other silverware, nickel-plated ware, gilt or electro plated ware, n.o.p."

In this connection it should be stated that an important item in the old tariff affecting hardware has disappeared. It was No. 280 and read as follows: "Builders', cabinetmakers', upholsterers', harness makers', saddlers' and carriage hardware, n.e.s., 30 per cent." These classes of goods are now dutiable according to the material. Singularly enough buckles (item 420, new tariff), even if nickel plated, are only dutiable at 30 per cent. In this case protection to the plating industry of Canada was overlooked.

The department holds that Appraiser Magnam, at Montreal, was strictly correct in his interpretation of tariff item No. 362. Many protests have been received and a strict reading of the law of the Board of Customs has carefully considered these representations. Samples of plated goods, such as hand tools, braces, and bits were procured, and after considering the matter in all its bearings, the board at its last meeting, on Sept. 16, last, made the following ruling:

"Articles partly nickel plated or electro plated are not to be rated for duty under item 362 as nickel plated ware or electro plated ware, unless half the metallic surface thereof is nickel plated or electro plated."

This is as far as the board feels it can go, under the law.

COMMON SENSE NEEDED.

Hardware jobbers will disagree with the correspondent in stating that the Customs Department officials have "adopted a liberal view" in matters where common sense is necessary in reading the tariff of 1907.

The change in duty on such articles as hammers, glass cutters, etc., the chief materials used in the manufacture of which are iron and wood, from 30 to 35 per cent. because the metallic portion of the article has been partly or wholly nickel plated, is absurd.

The correspondent states that the change in the tariff was made at the request of the owners of the plating works in Ontario. Hardware and Metal is given to understand by one of these silver platers that the protection asked for was not intended to include the hardware articles mentioned. What was desired was protection on plated hollow and flat ware. Clause 362 was undoubtedly meant to cover this class of goods only, the interpretation of the clause including the hardware articles being clearly an after discovery and a matter where "common sense" only is needed in arriving at a decision just to all concerned.

The plating of hammers and similar articles is of no value to the user, the polish being put on solely to aid in selling and prevent the goods from deteriorating in value while in the merchant's hands. As soon as the mechanic uses the tool the plating wears off. The plating of necessity must be done where the articles are manufactured, it being impossible to send the iron part of the tool into Canada to be plated before the hammer and handle are assembled. The hammer manufacturers are protected by a 30 per cent. duty. The plating works cannot possibly gain through the imposition of the 35 per cent. reading of the tariff. Why then cannot "common sense" be used and the wrong "remedied at present."

Hardware jobbers and retailers are being put to considerable annoyance and loss by the unreasonable attitude of the Customs Board in this matter. It is not a question for Parliament to act upon, but purely a matter of detail. The tariff item which was clearly intended to cover tools such as hammers, etc., is clause 454, dealing with manufactures of iron or steel, articles which are made chiefly from these two metals. Clause 362 deals with manufactures of gold and silver, silver and plated ware.

The iron, steel and wood contained in such mechanics' tools as are nickel plated, comprises fully 95 per cent. of the value of the article, and to charge 5 per cent. additional duty on the whole article for plating, which only makes up about 5 per cent. of the cost of the tool, seems unreasonable, particularly as no Canadian manufacturer can benefit and the cost of the tool to the user must be increased without reason.

What To Do Next Month

The coming month offers to the hardware merchants better scope for display, and a greater opportunity for showing ingenuity, than perhaps at any other period of the year. He is able to go outside the general stand-by lines of his business, and by bringing in those specialties which find ready sale during the Christmas month, can give to his store the seasonable appearance that attracts the would-be buyer. Christmas without presents would be a sorry time indeed. Everybody is willing to give, but—and here is the great point—it is not everybody who knows what to give. In fact there is a general vagueness on this point. The dollars and cents are ready, but the ideas are not.

How often does it not happen that a man or woman goes forth to buy, wanders from store to store, but yet returns empty handed and disgusted and in such a frame of mind that one could imagine that in these cases many a nail has been driven in the coffin of the giving presents inclination. There is nothing more dispiriting than to make a special journey through the streets and yet see nothing to suit. Here then comes the opportunity of the retail merchant. He must do away with the annoyance of a fruitless journey. He must make up the minds of the would-be purchasers for them, and by business forethought in the selection of his lines, command their attention. "Why here is the very thing I want. Funny that I should not have thought of that before." This observation, or thought, as the case may be, brings its proper reward to the progressive merchant, and gives his store a niche in the memory of the buyer that induces future visits when other things than Christmas specialties are wanted.

* * *

The first thing, then, is to have an attractive window display, a display that will reflect the seasonable character of the goods for the time being dominating the counters and shelves inside. It may not be possible for a particular merchant to set up an elaborate mechanical device, Santa Claus set piece, or any other similar effect, but it is within the scope of every retailer to give to his window that festive appearance which is expected at this time of the year, and which will alone command attention. If a window be taken up with a big scenic display, then prices on any selling articles used in the making up, will be out of place, and will spoil the whole effect. But if the window be dressed with an assortment of articles, then it is policy to have the selling price visible in a neat manner, for an unpriced line, admired and coveted from the sidewalk, may be abandoned as too expensive, whereas in reality it may be well within the pocket of the gazer. Once having allured the probable buyer within the doors, it is a much easier matter to get him, or her, to extend the purchase, for it is not within human nature to resist further inspection of goods if they are of seasonable character and of good assortment, attractively arrayed. Therefore pay particular attention to the windows, making them bright and seasonable in appearance, remembering at the same time that it is better to have a display of good selling articles, artistically and effectively displayed, than a tawdry attempt at an elaborate set device.

* * *

The character of the goods to be displayed and assiduously pushed must be carefully planned. There are a number of lines outside the hackneyed goods part and parcel of the hardware business, that can be successfully carried by the merchants at this time. In the States the stores have extended their buying in the direction of fancy goods, much further than the average merchant has been in the habit of doing on this side. For instance, take silverware and cut glass. There is a very fine range for good and profitable selling—for these lines could not be bettered, so far as presents are concerned—but how few are the retailers who make any great display in this direction.

It may be said by the conservative man that such lines are not indigenous to the hardware trade, but all goods are indigenous if they command a sale. Where would be the large departmental dry goods stores if they followed the hard and fast rules of old time unprogressive stocking? Showing good lines of fancy goods at this time does not necessitate carrying them all the year round. A special demand has now to be met, and it is policy to cater for it in a liberal and progressive way.

* * *

A cut glass berry dish, sold during the coming month may mean the buying of a tool or a carpet sweeper later on. Therefore let the hardware merchant carry a good range of table silverware, such as knives, forks, various kinds of spoons, servers, syrup jugs and pickle frames. This can be extended, if thought necessary, to larger table pieces, such as tankards, chafing dishes—a good line to show as these articles are very popular just now—and tea sets. These lines could be supplemented by a judicious selection of cut glass articles, such as bon bon dishes, shakers, and different bowls. Good brass lines could also be carried, such as inkstands, blotters, letter weights and candlesticks.

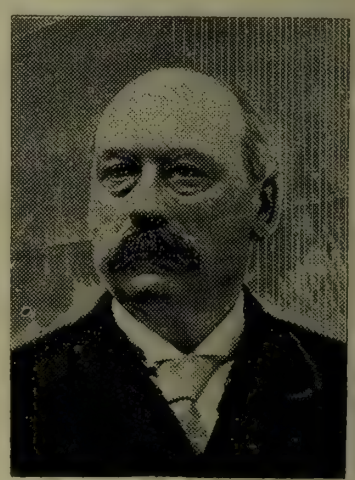
Cutlery, too, always makes an acceptable present, and has this advantage that articles in this category can be offered at prices to suit all pockets. Here the selection can give little difficulty to the merchant. Starting, say, at the 25c. boy's knife—and what boy does not like a pocket knife?—a wide range offers up with an easy ascending scale of prices. Sets of carvers in cases, knives, scissors, manicure sets, and razors, are all good selling articles. Then there are other special lines, such as fountain pens and alarm clocks, which are also worthy of the attention of the progressive man always on the lookout for something new to carry.

In pushing these specialties, however, there need be no occasion to neglect the stand-bys of the hardware merchant at this time of the year. Attractive displays can be made of skates, toboggans, snowshoes, hockey sticks, bells, asbestos irons, carpet sweepers and other house utensils, tool chests, electric flash lamps for home and pocket use, and last but not least in the eyes of the young generation, the toys that Santa Claus brings them.

Thus a hardware merchant should have little difficulty in making an attractive display, and be in a good position to supply a large portion of the demand for presents that will from now on arise. Originality pays, and if the merchant makes a special departure from the rigid lines of the hardware business and gives to his windows and counters a festive appearance by using fancy articles that in themselves lend to decoration, he will find himself the gainer, not only now, but in the future. Another advertising point should not be neglected. Having decided to enter more largely into the field of fancy goods, the merchant should lose no time in circularising his district, calling attention to the special lines being carried, and thus offset to some extent the hitherto monopoly of the mail order houses.

PAINT MANUFACTURER'S SUDDEN DEATH.

Eusebe Tougas, proprietor of the firm of P. D. Dods & Company, McGill street, Montreal, manufacturers of paints and



The Late Eusebe Tougas, Montreal.

varnishes, died suddenly on Monday night at his residence in Lachine, Que. To all appearances, Mr. Tougas was in his usual health during the day. He transacted his customary business at his head office, and when he left in the evening for his home did not complain of feeling unwell. After dinner, however, he was seized with a fit of appoplexy, and died before his medical man arrived. Deceased was one of the principal business men of Montreal. Just over 60 years of age, he had been engaged in the paint and varnish business fully 40 years.

About the year 1881 the firm of Ramsay, Dods & Company dissolved partnership, P. D. Dods resuming business on his own account. Eusebe Tougas, who at that time was connected with the old firm, left them to join P. D. Dods. On the death of Mr. Dods he succeeded to the proprietorship of the firm of P. D. Dods & Company. The business flourished under Mr. Tougas' management, having branches to-day in Vancouver, Winnipeg and Toronto.

Pushing the Holiday Trade

Bargain Department Should Not be Neglected—The Problem of Securing Good Salesmen—Suggestions for Window Displays.

The busiest store in its busiest season cannot afford to neglect its bargain department, says the Hardware Trade, in pointing out that while the hustle is on during November and December and the call for goods out of the regular lines is more than satisfactory, the bargain department in many stores is almost forgotten.

That is poor management. There is not a time of the year when the bargain department is not a necessity in the well regulated store. The bargain department advertises the store better than any other feature of the business. The store needs that advertising all of the time.

There is more profit in the bargain department from now until Christmas eve because a greater variety of merchandise can be disposed of through that channel and at prices much better than average.

Get busy in that direction and give the bargain department an overhauling. Get the five and ten-cent counters in good shape. Replenish the assortments and make things begin to look like the approach of the holidays.

The counter devoted to glassware and other kinds of table ware should be given a leading position. Wipe things off with the dust cloth frequently. Make the glassware shine.

If your store has no bargain department now is a good time to put one in. As sure as you sit there thinking it over, you will find it a big drawing card and if rightly handled a good profit-maker.

Store Efficiency.

In every responsible work in the store the merchant's duties will always depend more or less upon the number of members of the staff who can take and carry responsibility.

This question of competent help is most tantalizing. There are many clerks but fewer really good sales-persons. There are some good salespersons, but only a certain percentage of them can carry responsibility. If the retailer could organize his staff without so much regard to expense he could get around his difficulties, but the expense must be watched.

It is often said that the cheapest help in the long run is the help which can command the highest price. That may be true, but the other question is, how much of that kind of help will the business stand? Every business has its limitations. Limited by territory, by capital, and in other particulars.

Each merchant knows or ought to know what he is trying to accomplish and how far he can go. He is the judge.

In the average staff there ought to be a good percentage of the force who will take responsibility and make good. There will be as many more who can do this as the merchant in his good judgment is able to select or as his good fortune sends him.

But he should keep this subject of efficiency and organization in mind all of the time. Only by constant study can he work improvement.

Novel Christmas Display Made by A. H. Gingrich, Woodstock, Ont., a year ago.

A WOODSTOCK WINDOW.

The illustration shown of A. H. Gingrich's window at Woodstock is peculiar in that the photo also shows a fair view of the store interior. As will be seen, the store is rather narrow, with the door to the left of the single window, there being no enclosure to separate the window from the main portion of the store.

The photograph was taken in the evening with all the gas lights burning, the camera being about ten feet from the window. A flashlight was made in the doorway and a one-second exposure made of the plate.

The display does not show to advantage on account of the difficulty in distinguishing the materials in the window from those in the store. The cen-

tral idea is the wishing of the compliments of the season to customers, the figure of Santa Claus holding in one hand a card with this motto, and with the other ribbons running to various portions of the window. Had the articles in the window been elevated and seen by themselves the display would have been much more effective. The figure of Santa Claus and the arrangement of sleighbells, hockey sticks, and skates, carpet sweepers, cutlery and plated goods are well chosen and with a suitable background and window shelving would have made a very attractive display.

CHRISTMAS TRADE HINTS.

Chas. D. Chown, Montreal.

The lines that can be sold by hardware stores for Christmas trade include pocket and table cutlery, sets of carvers in cases, cutlery in cases, scissors, razors, plated table ware, skates, hockey sticks, kitchen specialties, etc.

Christmas trade is more especially in toys, fancy goods, personal clothing and confectionery, than in hardware lines, so it will be found the wisest policy not to increase the stock beyond regular trade requirements.

Centralize special efforts on window displays, with neat price tickets in plain view, so that the ability to purchase can be immediately grasped by those looking for Christmas gifts. Hanging in the window use a large card, intimating that goods can be stored free until December 24th. Arrange the window displays as soon as possible after Dec. 1st, and rearrange at least once a week.

In giving souvenirs to customers it would be advisable to avoid calendars, as they are so largely used by banks, insurance companies, grocers, etc., so that a calendar issued by a hardware house becomes only one of the many and may be placed in any old place. Recently I had occasion to buy a hat, in a store that I had not identified myself with. When I got it home I found enclosed a bent hat brush and cloth wiper with the advertisement of the concern on them. These are a reminder to me of that concern every time I use them. For the hardware trade, I would suggest emery knife sharpeners, potato mashers, stove and scrub brushes, or other useful household article that an advertisement could be attached to make out a list of regular customers and check off, as each souvenir is delivered. For the gentlemen customers, such as builders and contractors, a good quality pen knife or pocket knife, with the firm's advertisement, would be desirable.

TO MAKE A SNOW SCENE.

Here's an idea which should provide for a very attractive window, which could be used in various ways, and which may be inexpensively built up from materials every merchant has around the store. It is a representation of a snow scene and should be particularly applicable all over Canada.

Take large sheets of pasteboard sufficient to a little more than cover the flooring of the window; the reason why the pasteboard is required in sufficient quantity to more than cover the flooring is because it is proposed to moisten the board with a large sponge or brush in order that it may become pliable, so that while it remains in a moist state it can be readily shaped into the semblance of miniature hill and dale with a background of snow-covered mountain peaks.

The moistening of the pasteboard causes it to shrink, also the forming of a sheet up into a high mountain peak greatly reduces the space it will cover in the window, all of which you should take into consideration.

Care should be taken that in moistening the pasteboard it does not become too wet. If this occurs no damage will result, aside from an unnecessary delay (waiting for it to partially dry out again) before it is capable of retaining the desired forms in which it is to be molded.

The board, while drying, is apt to expand at the base, and therefore should be pressed back to shape whenever this occurs until it is sufficiently dry to retain its shape, and when perfectly dry it will be found to become quite rigid and immovable, thus greatly helping to maintain the symmetry of the vista.

Assuming that the mountains have already been created out of the pasteboard, the next thing is not to wait for the snow storm, but rather to take a brush and liberal supply of flour paste and besmear a small section of the mountain or valley at a time, having near at hand a supply of cotton, sugar, chalk or other white substance. Two men working together can arrange this portion to best advantage.

All that is intended here is to suggest a base for a display. Any number of winter scenes can be arranged from the sporting goods, etc., in a hardware stock once the winter effect has been secured. Let the originality of Canadian window trimmers work out some good toboggan, snowshoe, skating or ice palace scenes from the suggested snow scene.

LOOK UP THE ADS.

The holiday season is so fast approaching that if hardwaremen intend to get orders filled before then they will have to hurry. For convenience, the dealer might look over the advertising pages of this issue, which contains a number of ads. devoted to Christmas and New Year's lines, and we are sure the suggestions given will be a great help in deciding what to buy. Many new things for the holiday trade are being advertised.

HARD TIMES.

A man who fails as a result of a panic is really the victim of his own over-expansion. He has placed himself where the substantial in his enterprise is not sufficiently strong to support the superstructure of inflation. A lessened activity on the part of the people arises from a condition of mind which is the reverse of rational optimism. Fright engenders over-caution, money is withdrawn from circulation, and contraction is forced upon industries supported by the greater consumption of merchandise natural to a hopeful mental state of the users. A consumer who is told that "times are hard" will wonder, perhaps, what "hard times" means; but, nevertheless, influenced by the suggestion, will not purchase what he came especially to town to buy. He concludes that as "times are hard" he will get along without it.

PREMIER BRAND STOVES.

The Down Draft Furnace Co., Galt, have published a handsome catalogue describing the "Premier Brand" stoves and furnaces, manufactured at their foundry. Engravings of the different models bearing the above name are shown, and the price list appears at the back of the book. Copies of the catalogues will be furnished readers on request by mentioning Hardware and Metal.

DEATH OF W. G. JONES.

The death occurred in Toronto on November 20, of W. G. Jones, treasurer of the Pease Foundry Company.

Deceased came to Toronto from Syracuse in 1892 as bookkeeper of the company and in 1894 he was elected to its board of directors, and made treasurer, which position he held until the time of his death. Mr. Jones was well known to the trade in Canada. He also held the offices of vice-president of the Pease-Waldron Company, Winnipeg, and vice-president of the Pease Heating Company, Toronto.

THE LATE W. G. JONES, TORONTO

Deceased was a mason, holding the rank of Past Grand in the Toronto branch of the Stevenson Lodge, and leaves a wife and three small children to mourn his untimely death.

Friends have known that Mr. Jones has not been in the best of health for a couple of years, but his sudden taking off, being confined to his house for less than a week, was a shock to all who knew him.

NO CREDIT DISCOUNT.

The Department of Customs has issued an order discontinuing the giving of discounts for certain specified terms. In the past it has been the general rule to give 2½ cents discount at ten days. The new regulation forbids this practice. No discounts will be given on credit transactions. In the future the discount will only be allowed on spot cash transactions.

HARDWARE TRADE GOSSIP

Ontario.

G. A. Robinson has opened a hardware, stoves and tinware store at Main and Church Sts., Weston.

Milton Adams, formerly traveler for Lewis Bros., Montreal, has opened up a hardware business at Picton.

William Anderson, hardware and tinware merchant, Dungannon, Ont., has sold his business to Robert McKenzie.

The firm of Ross & Mathews, Cannington has been dissolved, Mr. Mathews retiring. The business will be carried on by J. B. Ross.

The hardware stock of Clarke & Lewis, Smith's Falls, was damaged by water on November 27. The loss was covered by insurance.

C. E. Wood, sales manager of the Dominion Cartridge Co., Montreal, was a visitor at the Toronto office of Hardware and Metal Thursday.

Fred G McBrian, Toronto's twenty-one-year-old hardware merchant, will be a candidate for aldermanic honors in Ward Six at the approaching elections.

Reginald Johnstone, Acton, has purchased the hardware business of Johnstone & Co., and has opened up a new store with modern fixtures.

William Legrow, hardware merchant, Harbord street, Toronto, has removed his stock to 654 Spadina avenue, where he will carry on his business.

The assets of the Victer Varnish Co., are advertised for sale by tender on Dec. 10. The assets include the stock, machinery, plant and property on Eastern Ave., Toronto, occupied by the company.

T. F. Hodson, Toronto, manager of the Dominion Wire Co., Montreal, is spending a couple of weeks' vacation in New York City. During Mr. Hodson's absence his place in Toronto is being filled by R. B. Coulson, Montreal.

Jas. Johnson, formerly Toronto manager of the Dominion Wire Co., Montreal and who has been suffering from ill-health in New York for the past three years, is rapidly regaining his former strength. His wide circle of friends throughout the trade in Ontario and Quebec will be interested in learning that Mr. Johnson intends to return to Canada in the near future and again enter into the arena of business activity.

Quebec.

Duquette & Bissonette, plumbers, Montreal, have dissolved.

J. T. Schell, of Alexandria, Ont., has been on a visit to Montreal.

J. Jackson, of Lewis Bros., Montreal, has been relieving C. L. Devitt, who has been laid up for two months with typhoid.

J. Charles Dietrich, of the firm of Shurly & Dietrich, Galt, called into the Montreal office of Hardware and Metal on his way back from a successful journey through Lower Canada. Mr. Dietrich stated that business was distinctly good, in fact, the aggregate was better than last year. His impression of the state of trade generally was that although things may become quiet for a time, there was nothing to be alarmed at as to the future.

Western Canada.

R. J. Neithercut, Wawanesa, Man., has sold his hardware business to Corbett, Fraser & Co.

G. H. Kylle, hardware and furniture merchant, Craik, Sask., has sold his hardware business to Gemmil & Dapper, of that place.

Maritime Provinces.

Chas. Fawcett, stove manufacturer, is dead at Sackville, N.B. He leaves an estate valued at upwards of a million dollars.

SAMPLE OF AMERICAN MONEY.

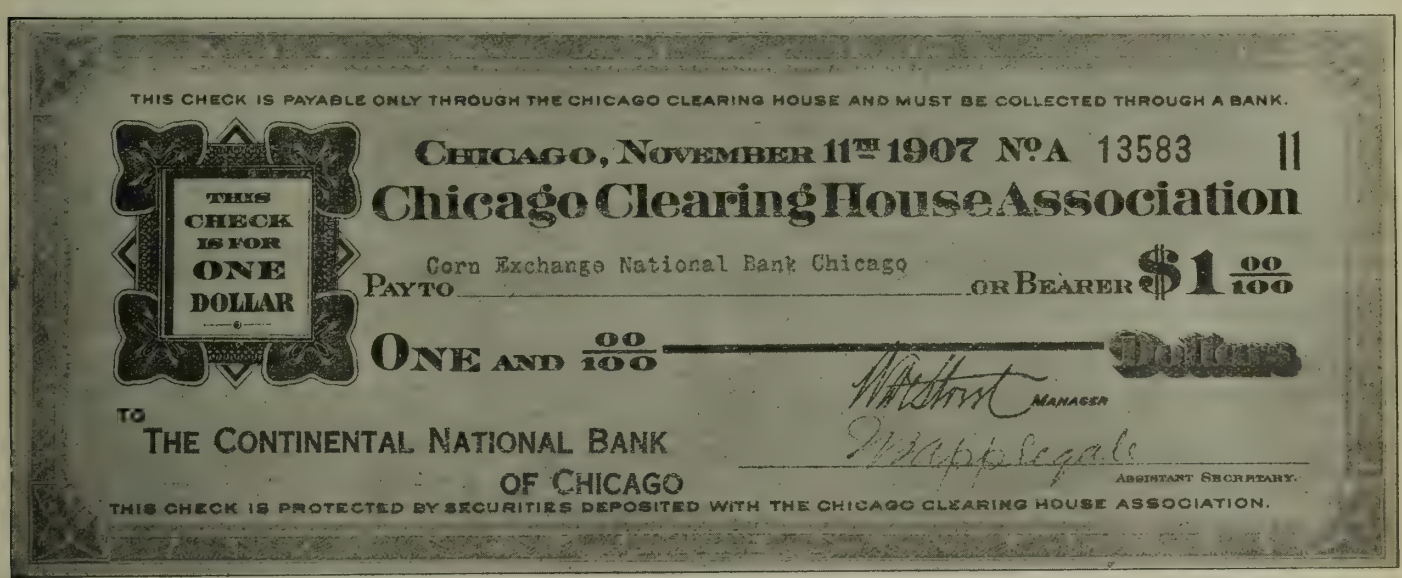
An interesting visitor at the Toronto office of Hardware and Metal this week was Z. E. Martin, Chicago, president of the Martin-Senour Company, which has large paint factories at Chicago and Montreal.

Mr. Martin is a Canadian by birth, leaving the Eastern Townships, near Montreal, in boyhood and making his way to the front as a paint manufacturer at Chicago. This week he and Mrs. Martin are on a visit to Toronto, Montreal and other Canadian points.

A souvenir of Mr. Martin's visit has been photographed and is reproduced on this page. The "Clearing House Certificate" form of money will be new to most readers of Hardware and Metal, though now in common use across the line. The one photographed is one of several thousand withdrawn from a Chicago bank to pay the employes of his company last week.

Speaking of trade conditions, Mr. Martin was enthusiastic regarding the progress made by his firm in Canada since the establishment of the Montreal plant a year or so ago. The plant has been kept running at its fullest capacity in order to keep up with orders received. Regarding the "pure paint" legislation being passed by various state legislatures, he stated that the new laws strengthened the hands of reputable paint manufacturers, the paints being inspected and the formula being given on the outside of each package. Asked as to his opinion in the matter of white lead marking in Canada he expressed the opinion that the branding of white lead as "No. 1" should be discontinued unless it was made, by legislation, the highest grade on the market. The present marking tended to aid fraud and deception, as he himself having been induced to buy "No. 1" as the highest grade of lead by an unscrupulous Canadian dealer several years ago when unfamiliar with the existing system of marking lead.

As will be remembered, the Ontario Retail Hardware Association recently took the matter up, little progress, however, having been made as yet.



A Sample of the Script Money now in Circulation in the United States.

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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THE SITUATION IN THE WEST.

It would take a wise man to say whether conditions have actually improved or grown more critical in the past seven days. The banks are apparently still standing shy of the Government offer of aid, and perhaps it was hardly expected that there would be a general announcement that it had been accepted, but on the other hand, there is evidence that some measure of relief has been afforded and some lines of credit extended. The last three days of the week saw trading much more active than the first three. At the same time our wheat has very largely gotten away from an export basis and the season is growing so late that exporters are by no means as keen as they were two or three weeks ago. One cannot help suspecting that having been deprived by the banks (either justly or unjustly) of the opportunity of doing business when profits were good they feel like resting on their oars and buying at their own price when the market slumps after the close of navigation, as it is sure to do. Perhaps because the month is further away and therefore easier to finance, there has been great activity in May wheat and the price has been maintained at a very high level, closing Saturday at 11c over Chicago, 4⅜c over Minneapolis, and 3¾c over Duluth, which is completely out of line, especially when it is remembered that American wheat can enter many European ports closed to Canadian wheat on account of discriminating duties. One of the factors in maintaining a high price for May wheat has been the heavy purchases, amounting in all to over a million and a half, made by local brokers for Minneapolis milling concerns. This is a speculative proposition, because the wheat has all been bought Fort William delivery, so there is no question of its going to United States to be ground in bond. The movement for the week has been very heavy, over two and a half millions going into lake terminals, but it is understood that there has been an improvement in outward shipments, also, and though stocks are still abnormally high for the time of the year they have not increased in proportion to the increase of the two preceding weeks.

Boats are offering very freely and the indications now are that there will be a fair clearing out of terminals before winter sets in.

The amount of low grade wheat in store is very high and great uneasiness is felt by railway and elevator companies until this is moved.

There is a tendency on the part of some farmers to hold both low and high grade wheat looking for higher prices, but the majority of them would part with every bushel readily enough if they could find elevators to take it.

Although it is not being much talked about, there is practically a suspension of the Grain Act at some points, to endeavor to enable the railway companies to relieve the congestion occasioned by car shortage.

The basis on which this is arranged is practically to give the farmers what cars they can actually load over platforms and then give the elevator all that they can load and have ready for shipment in a day. There is no doubt that the car distribution clause of the Grain Act has aided materially in the general tie-up of things this season, and if its unworkableness can be really brought home to the farmers and it is shown to them how it is militating against their own pockets, there will likely be a permanent change in the act before long.

In the meantime the effect of these things on trade is of interest. A very thorough inquiry shows that on the whole payments on land are being met with a commendable degree of promptness and regularity. On the other hand, wholesale merchants continue to meet with many excuses from country merchants, and, in some cases, extended credit is asked for. The universal complaint is that payments on land are being met in exclusion of the country storekeeper's account. In some districts very little money has even yet been received on this year's crop, and when it has not ben received it cannot be paid over.

There is no doubt that the whole wheat situation will right itself in time, but it is a question whether that time is not some months hence rather than in the immediate future.

The cattle trade is feeling the financial stringency as well as the wheat, and there has been a complaint that a large number of cattle have had to be turned back on the ranches because the promised buyers have not come forward. Like many lies this is also a partial truth. Some cattle have had to be turned back on the ranges, but it is quite safe to say that very few indeed of them were export steers of good quality. The weaker the British market has become the more fastidious it is as to the quality of animal offered, and it is absolutely no use to send the unfinished ones forward, even if dealers had money to finance such shipments, which very evidently they have not.

If any scheme can be devised by which the men with cattle and no feed and the men with feed and no cattle can be got together, there is no question but that both would realize a handsome profit next spring, when demand will be keen and prices high, but at present the solution of this problem has not been reached, though probably it will be before many months are past.

All this talk of financial stringency might create the impression in the east that there is something of a panic in the West, but nothing could be further from the truth of the situation. In fact, to be quite candid, the east is worrying far more about the west than the west is worrying about herself. Matters are moving forward very much in the usual way, there are difficulties, of course, but to westerners that is only something to overcome. The west has been in tight places before and come out all right, and will do it again, it is only a question of a litle time and patience. Up to the present labor is well employed, and Christmas shopping is going forward steadily and cheerfully. The weather is fine and open, and this is giving an excellent opportunity for the finishing of building operations which are being pushed forward with all possible despatch.

A TRAVELERS' DINNER.

Several well known salesmen representing hardware manufacturing and jobbing houses in Ontario have expressed themselves to Hardware and Metal as in favor of a gathering of hardware salesmen, some time during the coming year.

Such a "getting together" would have many advantages. While hardware travelers are a lot of good fellows prac-

tically exempt from the ill-feeling which is too often engendered by business controversies, there is no doubt that a little more "fraternizing" would be of benefit to the salesmen, their employers, and the trade generally. In the States hardware travelers often get together and there is no reason why the idea should not be adopted here.

With a banquet arranged for Dec. 26 by the Commercial Travelers' Association as a body, it is not an opportune time to arrange a similar affair for the hardware travelers alone. Indeed, it is a question if the banquet feature is not overdone. The hardware travelers who take in the united event on Dec. 26 might discuss the matter and arrange for a gathering at Easter if the idea strikes favor.

If any of the salesmen desire to discuss the suggestion on the travelers' page in Hardware and Metal, space will gladly be given.

MAKE COLLECTIONS NOW.

For the past few months the MacLean papers have been advising merchants generally to collect accounts as far as convenient and to get in every cent of cash possible. The prevailing scarcity of money at the present time shows the wisdom of this advice and those who have taken advantage of this, no doubt, find themselves in pretty satisfactory condition financially.

To those who have not yet made a special effort to get their business on a good cash basis we would impress the necessity of doing so at once. Now is the time to make collections. Money is always fairly plentiful around Christmas time, and there is very little to be secured thereafter. A persistent and well-planned campaign should bring very satisfactory results at this time of the year.

Canada seems to be in for a period of more or less dullness in business which may last for a year or longer. With this in view, it is incumbent on business men to retrench in expenses as much as possible. There is no reason, however, with the growth which is bound to steadily continue in this country, why there should be any loss in net income. There are many means of encouraging and carefully extending business so that actual results will be just as satisfactory as in the period of expansion through which we have recently passed.

Now is the time to advantageously get a business on a cash basis. Retailers should only allow monthly credit, and this to customers who have well founded assets or assured incomes.

More attention should be given to the details of business. The little leaks should be hunted up and stopped, better system should be introduced into the different departments, greater care should be exercised in buying, and exact cost systems should be applied with a view to finding out what departments of the business are giving the best returns.

Business may be stimulated by careful, though not extravagant advertising in the local newspapers, by careful window trimming, and more attractive store display. Then again, the best trade papers should be studied for hints which may lead to reduction in expenses or expansion in business.

With Canada's enviable position as regards resources and with the present period of growth, the conditions which are certain to be materially felt elsewhere cannot be very serious or long continued here. It remains, however, for us to take advantage of this by being careful to avoid any contingency and to build up business with all possible activity.

A CASE OF HOLD-UP.

If the citizens of some town in Ontario or Quebec want to build a hospital, is there any good reason why manufacturers and wholesalers in Toronto and Montreal should be expected to contribute ? A plain request from the people handling the project might bring a great many good wishes, but it is certain that there would be little else. They know this and suit their plan of action accordingly. A circular letter is drawn up, and to their own solicitation is added that of local merchants who buy goods from the firms addressed. The retailer is afraid to withhold his support of the scheme, for he is probably called on by several of his best customers. The manufacturer feels that if he refuses to donate he will offend the retailer.

How long is this sort of thing to be tolerated ? If manufacturers and wholesalers would take a firm stand the great majority of retailers would be well pleased. The latter surely do not believe that the practice is a fair one.

The following letter was received not long ago by a number of firms : "The ladies of the town of Welland are now engaged in forming plans for holding a large Fair of Nations (including Italian, Japanese, United States, Canadian, English, Irish and Scotch booths, and Wonderland), in October, 1907. The object they have in view is to raise money in aid of the hospital, which is to be built at once in this rapidly growing manufacturing centre. Welland has increased in population, etc., about 100 per cent, in the past year, and with so many manufactories now running, and in process of building, a hospital has become an absolute necessity. The ladies also feel that manufacturers and wholesale people can advertise their wares, and, at the same time, render assistance to a worthy cause, by sending a donation of their goods to this fair. Will you kindly help ?"

To each letter a Welland merchant was asked to append this line : "Compliance with the above request of the ladies will favor us."

Another case in point was the "Made in Canada" exhibition recently held at Kingston. Manufacturers in all parts of Canada were held up for contributions of stoves, lawn mowers, washing machines, and smaller articles, the local retailers also contributing liberally and establishing booths, at which these articles were sold, they also giving their time for several days and evenings, besides losing considerable business on articles sold at the exhibition. Altogether about $10,000 was raised by the merchants, etc., which should have come out of the taxpayers generally.

There's another side to the story, however. Jobbers rightly object to being "held up" by retailers, but can they complain, if they in turn "hold up" manufacturers for contributions in order to have their goods represented in the jobbers' catalogues. The "hold up" game should be discontinued all along the line.

GET BUSY NOW.

On another page particulars are given of four prize offers open for hardwaremen and clerks who are endeavoring to gather in a good share of holiday trade by live advertising and window displays, or by novel selling plans.

If plans haven't been laid yet for a good active selling plan, action should not be further delayed. Anything that is to be done to make a big turnover on holiday goods during the two weeks before Christmas must be done during the coming week or left undone.

Many merchants have profited by advice and have already sold many articles for holiday gifts, storing these for customers for delivery before the holiday. It's the early bird that catches the largest and most juicy worms, but there are others left for the dealers who get busy now and keep at it until the holiday arrives.

Prepare to do a big business and gather in one or more of our prizes.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Copper—Stronger.
Pig Iron—No change.
Ingot Tin—Unaltered.

Toronto.

Linseed Oil—Drop of 4c per gal.
Turpentine—Decline of 1c per gal.
White Lead—Sharp decline.
Shellac—Sharp decline.
Copper—Stronger.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 29.—More seasonable weather having set in, trade has improved in all those lines which are mostly in evidence at this time of the year. The fall of snow has brought out the sleighs and traffic is therefore moving more freely in the country districts. This will tend to improve the placing of orders for the Christmas trade. Dealers will begin to feel the pressure during the coming week, and as many have left off ordering until the last minute, wholesale men anticipate a heavy rush from now on. There is growing evidence that retail merchants are widening the range of articles sold at Christmas and a heavier demand on American cut glass and silverware is expected. This is a move in the right direction, as fancy goods tend to make the hardware store more attractive.

Travelers are still out, and will not return to headquarters until close on Christmas. Orders generally are smaller than for the same period last year, more especially so in the West. Collections have improved in the East, but in the West they are still bad. Most of the jobbers are now at work stocktaking and getting into shape for the next year's onslaught of their representatives.

Winter Goods—Prospects in winter goods have greatly improved. The fall of snow has helped the sale of snow shovels, weather strips, skates and sleigh bells. Buyers are realizing that there is now no time to lose, and are hastening to place their orders.

Cutlery and Silverware—It is anticipated that a heavier demand will characterize these lines this Christmas than in previous years. Retail merchants in the country districts are realizing the possibilities of these articles as good selling propositions, and this, combined with the customary heavy call is expected to make the rush an abnormal one.

Bolts and Nuts—Makers are still short of some sizes, but as the demand is not so heavy as it has been, the lack of supply is not so acutely felt.

Stoves and Ranges—The demand is still keeping up, helped by the unusual amount of building operations. Business is expected to fall off soon, but at present trade is very satisfactory.

Cement—Trade is now quiet so far as outside business is concerned. An increase of 5 cents a barrel is anticipated on account of the higher freight rates coming into operation.

Screws—The standard sizes are coming along more freely now from the factories. The demand has slackened down, but business is still very good. Prices are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 29.—With the approach of the Christmas season, trade in seasonable hardware is daily increasing, and the volume of business transacted for the week, though far behind the aggregate for the same week last year, is, nevertheless, much more encouraging to local jobbers than the returns received for the first two weeks of this month. Many belated orders are now coming in for sleigh bells, snow shovels, crosscut saws, axes, and handles from procrastinating retailers in various parts of the Province, who had neglected to book these lines in advance, and are reminded of the fact by seeing attractive selling displays of this class of goods in progressive opposition stores. Collections in the east have improved considerably during the past few weeks, but booked orders from the west are not as heavy as they should be, considering the fact that the holiday season is almost at hand.

Screws—Jobbers are experiencing less difficulty in obtaining prompt shipments of the standard sizes, but it will be some time yet before manufacturers catch up with their back orders. Prices continue firm and unchanged.

Wire Nails—A steady demand exists for the best selling sizes of wire nails. Supplies are quite adequate to meet the call, but deliveries are still hampered by the pitiful scarcity of freight cars on the Ontario railways. Prices are well maintained.

Bolts and Nuts—A good average business is being transacted for the closing week in November, and manufacturers are now in a much better position to take care of orders. Prices are unchanged.

Copper and Brass Goods—Since the sharp decline in copper rivets and burrs reported last week, there have been no further reductions in brass or copper shovels, coal hods, furnace requisites, in other articles of brass or copper manufacture must follow. Present conditions would certainly warrant a reduction in copper bull rings and similar articles made almost or entirely of copper.

Sporting Goods—The colder weather of the last few days has given a great impetus to sales of hockey skates and sticks; inquiries from customers indicate that the season's sale of these articles will be heavy. On account of the higher price of fur this year, animal traps are in splendid demand and some good sorting orders have been received by local jobbers during the week. Sporting goods prices show no change.

Winter Goods—Snow flurries in various parts of the Province have given added vitality to the demand for winter goods. Dilatory retailers are now sending in rush orders for sleigh bells, snow shavels, coal hods, furnace requisites, horse blankets, axes, handles and crosscut saws. There is no doubt that a general fall of snow would do much to help retailers dispose of this class of goods and cause repeat orders to flow into local jobbers. Cutlery, silverware and cased goods are in heavy demand, and jobbers expect to do a heavy repeat order business from now till the end of the year.

MONTREAL METAL MARKETS.

Montreal, Nov. 29.—The tone of the metal market is fair all the way round, and although the demand is not quite so heavy as it was last week, business has been quite satisfactory. Fluctuations in the States, and in England, have not affected prices here to any great extent, and it would seem that merchants have, by cautious buying and solid financing, placed themselves in such a solid position that the extreme degrees of the market outside, have not been correspondingly felt so much this side. Although the steel output in the States has been lowered, and stocks cut down to a minimum, there is no feeling locally that conditions of supply will be adversely influenced on this side. The English market is fully equal to meeting any unusual deficiency, while the Canadian plants are now working at full pressure, and turning out good supplies. It is anticipated that when prices turn in steel and iron in the States, the advance will be very rapid, as there will be no heavy accumulation of material to check the market. How this will affect Canadian conditions remains to be seen. The demand locally for steel is fairly normal, and the opinion is that prospects are not at all unfavorable, either in prices, or in quantity of supply. Pig iron remains steady. Canadian furnaces are working at satisfactory pressure. The demand in other lines of stock, such as boiler plates and tubes, continues good.

COPPER—The copper market is stronger in England, the advance being followed by a corresponding one in New York, It is quite likely that with the present heavy export trade, helped by the reduced output in America, the mar-

ket will strengthen from now onwards. Manufacturers cannot get back into full production, all at once, and the prospects are more favorable than they have been for some time. We now quote ingot copper 16c per 100 lbs.

Pig Iron—The market remains about the same, with a little variation in the English market of about a shilling a ton. Buyers are well stocked for the winter, and consequently the demand is quiet. We quote, Cleveland warrants 49s 9d ; Middlesboro, No. 1, $21.50 ; No. 3, $20.50 ; Summerlee, $25.50.

Antimony—Although prices in the Old Country are slightly easier, there is no change here. The demand is quiet.

Ingot Tin—Good business has been done. The English market, after several fluctuations, is now steadier at higher prices, but prices locally are the same. We still quote $36 to $36.50.

Lead—The market still continues to decline in the Old Country, and prices locally are dropping in sympathy. The reduction noted last week in imported pig has not been followed any further, however, and we quote $4.90 per 100 lbs., with a slight shading in some quarters of 5c.

Spelter—There is no change in this metal. Prices are the same, and the demand is still slow.

Checkered Steel Floor Plates — A strong demand has sprung up for wrought steel floor plates, instead of cast iron ones, in the construction of buildings, and they are now being quoted at 4c per lb.

Old Metals—Prices have not been affected this week. Little business is doing, while scrap iron is absolutely dead. We quote as follows : Heavy copper and wire, 11c ; light copper, 10c ; heavy red brass, 11½c ; heavy lead, 3c ; machinery cash scrap, $15.

TORONTO METAL MARKETS.

Toronto, Nov. 29.—Little of interest has happened in metals during the week, the chief incident being a sharp advance in copper on the London market. Locally, however, this is considered a speculative movement and prices have not been changed, although it has tended to strengthen the market. As the New York Journal of Commerce says:

"There seems to be a mania at present for maintaining or advancing the prices of metals in the face of the present unfavorable conditions. This is especially notable to-day in copper and tin, as well as in iron and steel. Let whatever may happen, stop the wheels of industry, or anything or everything else but maintain prices. This is the slogan of various combinations, syndicates or loser companies among various metals."

The Canadian iron and steel plants seem to be little affected by the falling off in business in the States. In steel rails, for instance, a careful calculation shows orders for rails already placed totalling to 380,000 tons. The outlook for this branch of trade is, therefore, good. Instead of plants shutting down we hear of Canadian furnaces enlarging and ones out of blast being blown in. The prices of iron, also, keeps firm, with very little shading to get business. The cut in bar iron has not been generally followed, one dealer saying that it was a dangerous time to make a cut—far better to hold prices and do less business.

Tin—Fluctuations during the week have not covered a wide scope. Prices remain at 34 to 35 cents for ingots, with little buying being done, most purchasers waiting for developments early in the new year.

Copper—In spite of a strengthening in London with an advance of several pounds, there has been no change locally, we still quoting about 15 cents. There is an undoubted desire on the part of speculators to boost prices to a 15-cent basis in New York, and they may be aided by the reduction in output and the impossibility of securing large stocks promptly should a brisk demand develop.

Iron—The English and Canadian markets continue firm, and we still quote $21.50 for Middlesboro No. 3. In the States iron is said to be selling for less than the cost of production.

Lead—With a decreasing demand and a reluctance on the part of producers to stop work, prices are weakening. We make no change this week, however, and still quote $4.90 for bars. Antimony and spelter are not in great demand, prices being unchanged.

Old Materials—This market is rather neglected, with prices weak and buying at a low ebb. We quote no price changes.

U. S. METAL MARKETS.

Cleveland, Ohio, Nov. 27.—The Iron Trade Review to-morrow will say :—With the improvement in financial conditions there is a more hopeful feeling in the iron trade, and there is also increasing confidence that when bottom prices have been struck, there will be a buying movement of considerable volume, but in actual transactions, there is little improvement.

Curtailment of production is being continued, although now and then a plant resumes, with a prospect of uninterrupted activity. In most cases, however, the resumptions reported are temporary. The Steel Corporation now has 49 idle blast furnaces. The numbers, however, do not represent as large a percentage of productive capacity as might be supposed, because the number of idle stacks have a comparatively small capacity. Many furnaces of independent interests, as well as some of the Steel Corporation, will suspend before January 1. The Corporation has shut down its North Sharon works, including open-hearth furnaces, blooming mill and shape mill. The South Sharon plant is still operating ; the Mingo plant is down entirely, and the open-hearth department of the Donora works is idle.

The pig iron market shows further weakness. Southers grades have declined to a basis of $15 Birmingham, for No. 2, while northern iron can be had in southern Ohio at $18, and in the New York district at $17. In other districts somewhat higher prices are named, but could probably be shaded if desirable business should develop. It is estimated that in the New York and Chicago districts the melt of foundries has been reduced about 50 per cent.; the same is probably true in other districts.

The rigid economy being practised by railroads is illustrated in the putting down of some old rails, which were taken up in more prosperous days, when it was thought that their usefulness was at an end, and by the repairing of equipment which had been condemned to the scrap heap.

U. S. IRON AND METAL TRADES.

New York, Nov. 28.—The Iron Age to-day says : "The moral influence of the interchange of opinions at the Gary dinner last week can hardly be overrated, since it extends and strengthens the satisfactory relations which have existed for some time since among the larger companies. There was a clear and frank recognition of the serious situation into which the industry has been suddenly plunged, with a strong undertone of confidence in its future. It may be regarded as settled that there will be no indiscriminate cutting of prices of rolling mill products, which alone are involved, and that what price adjustments need be made as the new year approaches—and they are likely in some lines—will be carried out after consultation among those interested, which is really as far as any engagements have gone or could be made. The committee appointed at the dinner has no direct power to make decrees or to enforce them. It will act merely in the interest of harmony, and its chief attainments will be to promote co-operation and to conciliate, after consultation.

The impression seems to have gone out that the committee will embrace in its sphere the interests of Merchant pig iron, and that it will even regulate the prices for pig iron. That is not so.

"The voluntary restriction of output is spreading, and is expected to become even more marked as plant after plant reaches the end of orders which can safely be shipped. The United States Steel Corporation now has only 50 furnaces in operation, and is operating 51½ of its capacity. Alabama will be down to 17 active furnaces next week, of which 11 stacks are making Merchant iron. In the Chicago district only one Merchant furnace has stopped, but others will follow. At the lower lake ports a number of furnaces have blown out and others will follow. Production in the valleys will be sharply reduced.

"Steel plants and rolling mills are adjusting themselves closely to the specifications which reach them. This applies also to the works which produce season goods, like tubes, wire, tin plate and sheets. These, however, later in the winter are expected to accumulate an adequate stock to take care properly of the spring trade when that opens.

"Readjustments of wages are being made or are in contemplation throughout the whole industry and are being accepted with little discussion. As a rule they amount to about 10 per cent.

"So far as new business is concerned the week has been exceedingly quiet.

There has been a little buying of basic pig in eastern Pennsylvania, at a concession. In the principal distributing markets for southern iron there has not been enough business to test the situation. There are indications, however, that material concessions would be granted for delivery during the first quarter of 1908.

"Some works managers report that specifications for material are coming in to a more satisfactory extent, reflecting some improvement, but that is not the general experience.

"Little has been done in structural material. In New York 2,000 tons have been ordered by the Delaware & Hudson Railroad, while the pier work for the Central Railroad of New Jersey, amounting to about 1,200 tons, has been taken by an Indianapolis concern. In the middle of next month bids will be opened for between 15,000 and 16,000 tons of structural material for the New York approach of the Manhattan Bridge.

"The scrap iron trade is in a very much demoralized condition.

"The sharp upturn in the London copper market has frightened off domestic buyers again, and little has been done in the past few days. Spelter has had another decline, falling to $4.70, New York.

LONDON, ENG., METAL MARKETS.

London, Nov. 27.—Cleveland warrants are quoted at 50s, making prices as compared with last week 1s 1½d lower.

Tin—Spot tin opened firm at £138 5s, futures at £139 15s, and after sales of 270 tons of spot and 500 tons of futures, closed easy at £137 15s for spot, and £139 for futures, making price as compared with last week, £2 10s higher on spot and £2 10s higher on futures.

Copper—Spot copper opened strong at £63 10s, futures at £63 10s, and after sales of 300 tons of spot and 1,600 tons of futures, closed steady at £63 5s for spot and £63 10s for futures, making price as compared with last week £5 5s higher on spot and £5 15s higher on futures.

Spelter—The market closed at £21 10s, making price as compared with last week 10s higher.

Lead—The market closed at £16 15s, making price as compared with last week 2s 6d lower.

TIN MARKET MANIPULATIONS.

New York, Nov. 27.—The Chinese manipulators of tin continue to juggle the London market and their scheme for cornering the principal markets of distribution and consumption seems to be about realized, but, however much they may be able to accumulate stocks and advance prices, they are unable to control consumption—one of the factors necessary to success.

Reports that the Chinese syndicate has been able to accumulate between 5,000 and 6,000 tons at the Straits seem to be verified by the press at the Straits, which is advocating the support of the "bull" syndicate by the Government of the Malay States.

Some time since the cost of producing Banca tin was given officially at 160 per ton under government administration, which is not supposed to be the most economical method of conducting commercial enterprises. According to British reports, the Straits never yielded as much tin as when the price was about half what it is to-day. The price of to-day—about £139—seems entirely unwarranted by present commercial and industrial conditions. The cost of production of Straits tin, it is understood, is considerably below £100, so that the holding back of supplies at the Straits is only a speculative move, ill-timed, according to European and American ideas.

The Chinese coolie is said to be working only about three days a week and even so he purchases more than needed. For months the accumulation of tin has been going on at the ports, and it is now claimed that there is also a surplus ore stock at the mines. The Perak "Pioneer" is advocating financial assistance of the Chinese "bull" syndicate by the Malay Government, saying: "Advances made to mine owners on the security of their holdings at moderate rates of interest would be money well laid out." The "Straits Echo" states: "There can be no doubt that the situation is very grave indeed, and we would urge upon the Federated Malay Straits Government the necessity for taking immediate steps to save the situation. Considering the gravity of the position the government should lose no time in advancing money to the mine owners at low interest, holding as security the tin ore obtained from their mines. This would decrease the export of tin from the Malay Straits and so lead to a rise in price." Other Malay papers advocate the same steps.

The "Iron Monger" of London, commenting upon the situation, states: "In our opinion a government which advances anything at all would be committing an act of folly. A government which advanced 80 per cent. (as advocated by the Straits Echo) is one of lunacy. A careful balancing of all the known factors in the situation points strongly to the probability that the best policy for the consumer of tin is to buy in a strictly hand-to-mouth fashion."

COW HAS 'EM GUESSING.

If "Browne's cow" does not die soon she will have half of St. Louis in the asylum. The worst of it is, she is not a real but a theoretical cow—if she was real somebody might go out and kill her.

"Browne" is Professor S. F. Browne, of Washington University. Through a St. Louis newspaper he propounded this problem:

"A cow is tied to the corner of a shed twenty-five feet square by a rope one hundred feet long. Over how much ground will it be possible for her to graze?"

The result of this apparently innocent proposition is that people who figure and people who do not have been trying to tell Professor Browne all about his cow's grazing possibilities.

"The cow," declares one solver, "in grazing from right to left describes one-quarter of the circumference of four circles, the radii being 100 feet, 75 feet, 50 feet and 25 feet respectively. In going from left to right this is exactly duplicated, and prettily enough the extreme boundary of the cow's grazing is represented by a circle, the diameter of which is 200 feet and area of which is the radius (100), squared, times 3.1416 or 31,416."

Not so, says another, who figures it out this way:

"The cow can graze over three-fourths of a circle whose radius is 100 feet. Three-fourths of the area of such a circle is 23,652 square feet. It can besides graze over one-quarter of a circle whose radius is 75 feet. One-fourth of the area of such a circle is 4,417,875 square feet. The answer is therefore 27,979,875 square feet."

"Still another argues thus:

"To obtain the circumference of a circle multiply the diameter by 3,1416.

"Three-fourths area of a circle 200 feet in diameter equals 23,562 square feet; one-fourth area of a circle 150 feet in diameter equals 4,417⅞ square feet; one-fourth area of a circle 100 feet in diameter equals 1,963½ square feet; one-fourth area of a circle 50 feet in diameter equals 490⅞ square feet. The number of square feet over which the cow can graze is 30,234¼ square feet."

Altogether, no two persons seem to agree over Professor Browne's cow, and the class in mathematics at Washington University confesses itself stumped.

HARDWARE TRADE GOSSIP.

The combine cases in which hardware manufacturers were charged with restraint of trade have been traversed to the January assizes. The cases were to have been commenced this week, but the defence asked for the postponement. The Crown asked for a speedy trial in January.

The following hardware merchants were noticed in Toronto during the week: W. H. Martin, Woodstock; J. S. Marshal, Dobbington; W. A. Stephenson, Wichwood; Mr. Pagett, of Pagett & Hoey, Unionville; Mr. Elliott, of Elliott Bros., Kingston.

The E. M. Dart Mfg. Company, of Providence, R.I., makers of gas fittings, etc., are establishing a Canadian factory on Niagara Street, Toronto. They will employ 15 men at the start and will build later on. The Canadian Fairbanks Company will handle the output of the factory.

R. E. Walton & Company have commenced business in a fine new store at Medicine Hat. The salesroom is 25x70 feet with shelving extending to the ceiling, 15 feet from the floor. The lower 8 feet of the shelving is occupied by boxes.

E. N. Wakely will retire on Dec. 1st from the firm of Hick & Wakely, Lethbridge, and enter into the flour and feed business. Mr. Hick has entered into partnership with A. H. McKeown of Calgary. The new firm has bought out the business of Brodie & Stafford and will combine it with the plumbing business of Hick & Wakely.

The Enterprise Club, that is the name of an organization recently formed by the men of the Enterprise Foundry, of Sackville, N.B. The foundry company has always taken much interest in its employes and the club has been formed largely the result of that interest. The club rooms, three in number, are in the Enterprise office building. One is fitted up as a reading room, with current magazines and papers; another is a smoking room, while the third will be the lecture room. In the last, lectures will be given every fortnight.

Quebec and Maritime Provinces

Winter Port Season at St. John Opened—Opinions of Jobbers on Market Situation—Steel Plants at Sydney Busy—New Industry at Rexton, N.B.—Railway Facilities at Quebec Improving.

QUEBEC.

Quebec, Nov. 25.—Business conditions are not as satisfactory as they were a couple of weeks ago, in both wholesale and retail circles. There is yet a good demand for all classes of stoves, and business in general is reported quite brisk. Prices of all hardware articles are unchanged and steady.

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The Quebec, Montreal & Southern Railroad will have its line ready for traffic from Pierreville to Point Levis for next year. By the end of this season the entire substructure of the bridges at Nicolet, Becancourt and Gentilly will be practically completed. Of the 3,750,000 lbs. of steel required for the superstructure of the bridges, fully 3,000,000 lbs. is on the ground.

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The Quebec & Levis Ferry Co. has decided to establish a car ferry service between the two towns.

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On account of the stringency in the money market, principally in the United States and on account of the approach of winter, the Baylis Paper & Pulp Co., of Binghampton, New York, has discontinued building operations on the new sawmill at Beaupre, Quebec, until the spring.

ST. JOHN.

St. John, N.B., Nov. 26.—The manufacturers, wholesalers and retail hardware dealers of St. John, without exception, report that the past year has been a most successful one. Business has been good, collections satisfactory, and taken in all they feel they have much to be thankful for. There is, however, a feeling that the coming winter will show the effect of the depression in the money market, though none of the men seen are pessimistic or are looking for any great recession from a steady trade. It is generally recognized that St. John, in common with other business centres, will have a season of quietness, that there will be a dropping off in the volume of business and some are inclined to think it will be a good thing. Many point out that there has been too much of a speculative tendency in buying goods in larger quantities than necessary in order to take advantage of market changes and now that money is tight and the banks are retrenching, there will be a return to a more conservative standard of business.

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Mr. Coates, of the S. Hayward Co., wholesale hardware dealers, says business has been above the average with them this year and during the present month it had been first rate. Collections had been good and in many cases where they expected to have to make renewals of notes, they had been paid in full, which was a pretty good sign. The financial depression, he thought, might, of course, have some effect, but he did not anticipate anything serious. The hardware dealers are still experiencing difficulty in getting shipments of goods from the manufacturers, which is also a good sign, as it showed there is no glut in the market. This condition of affairs exists alike in England and on this side. Goods ordered from England for shipment next month are not likely to reach here before spring.

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R. B. Emerson, of Emerson & Fisher, reports that the volume of business done by his firm in the past year had been very good. They had foreseen, however, that there was likely to be a depression and were shortening sail. Goods were being shipped out in smaller quantities and preparations made for a dropping off in the trade. Collections of late have been only fair. Speaking more directly of the financial situation, Mr. Emerson said, that it was likely to be some little time yet before the stringency was felt in this section. It usually takes from six months to a year for a financial depression in the United States to be felt here, at least that had been his observation in 1893, when a somewhat similar state of affairs existed.

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Retailers report that business has been very satisfactory, in most cases showing an increase over last year, and they were not looking for a falling off to any large extent during the approaching winter. There is a general feeling of caution, however, and credits are likely to be more closely watched than usual. At present collections are about as usual, though there is a tendency towards renewals in many cases.

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The big plant of the New Brunswick Cold Storage Company will be ready for business by December 1, but everything will not be completed before the first of the year. This plant is the second largest in Canada and there is but one company in the U.S. that has more storage capacity under one roof. The structure is 150x250 feet, and is six storeys high at the rear, and four from the front, which is of grey stone. The foundation is of concrete and the rear and side walls of brick. In all, there is about 810,000 cubic feet of storage space. In the construction, there was used about a million and a quarter of bricks, 25 cars of cement, and half a million feet of flooring. H. R. Ross is manager, and A. G. Crawford, a former St. John man, assistant manager.

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The winter port season was opened on Friday, Nov. 22, when the mail steamer Empress of Ireland, arrived from Liverpool. The season has been started with a strike among the ship laborers. They are demanding 40 cents an hour, while the steamship people refuse to grant more than 30 cents, which was the rate paid last winter. Work on the steamers now in port is being done by the crews of the steamers.

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A representative of the White Candy Co. has been looking over possible sites in Moncton and Fredericton, with the view of removing from St. John.

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Charles E. Vail, proprietor of the Globe Laundry, left last week for a two week's visit to Boston and Toronto. While away, Mr. Vail will purchase machinery for his new laundry in Halifax, and some new machines for the St. John building.

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Harry J. McManus, of J. B. McManus Ltd., contractors, whose affairs are in the hands of a provisional liquidator, on Nov. 18 made an offer to compromise for forty cents on the dollar. No action has been taken in the matter as yet.

NEWCASTLE.

Newcastle, Nov. 25.—Building operations have been very slack here this season, and there has been no marked increase in the demand for building materials. Owing to the excessively wet weather all summer the hardware business during that season was poor, the only active lines being haying and harvesting tools.

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Paint oil in the local market was about two cents a gallon cheaper this summer than last; turpentine and white lead, a trifle cheaper, also.

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Soft coal is retailing here $5.50 a ton, and anthracite at $7,25—about 25c a ton higher than last year, because of the Springhill strike.

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The International Automatic Life Boat Co., of Canada, the parent company of which is at Chicago, is being organized at Rexton, N.B., by Jas. F. Stephens, Chicago. The directors are J. F. Stephens, H. M. Ferguson, Rexton, and W. D. Carter, of Richibucto. The company will have $350,000 capital; shares $1,000 each, fully paid and non-assessable. They will manufacture, either at Rexton or Richibucto, "The International Life Boat" life-saving apparatus, steam and motor boats and launches, cruisers and yachts, and equipment. The lifeboat is torpedo-shaped, of steel and aluminum, and will hold 40 to 100 persons. The outer shell contains an inner carriage, suspended below the centre of the boat, which carries the load. This brings the weight at all times below the centre of gravity, and renders the boat instantly self-righting under all conditions. It requires only one man to operate it. It cannot be sunk, and cannot be crushed against another vessel. The whole cost is less than that of ordinary wooden lifeboats.

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In a few days, A. & R. Loggie's big box mill, fitted with all the required machinery, will be finished and in running operation in Chatham, N.B.

HALIFAX.

Halifax, N.S., Nov. 25.—Jobbers complain considerably regarding the slow delivery of goods by the manufacturers. This complaint applies to both Canadian and American goods. Orders placed weeks in advance are not filled until long after the time specified, and this causes much annoyance to the jobber who has to place his goods at certain seasons. The hardware trade at present is very satisfactory, and in some lines there is considerable activity. Many of the firms are now selling fishing supplies, which are purchased for the opening of the spring fishery. There is also something doing in supplying stock for the canning factories. These orders are being filled and shipped as rapidly as possible, so as to let the vessels reach their home ports before the close of navigation. There is a fair trade passing in builders' supplies. Trade on the whole is quite satisfactory. Prices are unchanged in the list and collections are considered very good, notwithstanding the condition of the money markets.

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The work of constructing the different workshops at the Silliker Car Works in Halifax has been practically completed. The cost of the buildings so far erected has been roughly estimated as follows: Erecting shop, $7,000; moulding shop, $7,000; machine shop, $3,500; planing mill, $4,000; dry kiln, $4,000; smith shop, $4,000.

* * *

James Duggan & Son sold at public auction last week, on account of the underwriters, about thirty tons of galvanized wire, damaged aboard steamer. It was purchased by John Starr & Company for $28 a ton.

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The samples of magnetic iron ore from the Bishop property at George's Bay, on the west coast of Newfoundland, have been assayed at Swansea, Eng., Pittsburg, and Germany, and the report of the analysis, which recently arrived, says the ore is too strong in titanic acid to be of use, if blasted under the process which is altogether used in Canada and the United States at present. The capitalists, who paid the first installment in cash on the bond, have abandoned the property.

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M. Perry, of Quebec, and Mr. Mitchell, of Ottawa, both connected with the cement testing department of the National Transcontinental Railway, are in Sydney, inspecting the works of the Sydney Cement Company.

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On the conclusion of work on Monday of last week, of the Dominion Iron and Steel Company's plant at Sydney, it was found that the rail mill had again smashed the Canadian record for one day's production of steel rails, turning out 1069 tons of rolled and finished rails. The former best figures for the Canadian output were 1,068 tons, held by the Canadian Soo. While several of the big steel plants in the United States have been closed down and others are running on half time, the plant at Sydney is in full operation. The Sydney plant was never in better condition since its inception. All the departments are going in full swing, and enough orders have been contracted for ahead to keep the works going until 1910.

Arthur Way, traveler for H. H. Fuller & Co., has gone to St. Pierre, Mic., in the interests of his firm.

A. T. Weldon, formerly secretary of the Halifax Board of Trade, and subsequently sales agent of the Port Hood Coal Company, who was recently appointed I.C.R. divisional freight agent at Halifax, has assumed the duties of his new office.

Reported by Ontario Correspondents

Novel Business Getting Plan Used by H amilton Co-operative Stores — Black Wire Cloth to Take Place of Green —Merchants Urged to Install Seats for Customers—Early Closing Works Well in Chatham.

KINGSTON.

Kingston, Nov. 27.—Hardware merchants are eagerly looking forward to the coming winter and are making displays of skates, hockey sticks and similar articles. Quite a number have already begun their Christmas shopping.

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Plans are being arranged now for several new buildings and residences in various parts of the city. Plans have been prepared for an addition to the Kingston post office building, and tenders will be called for shortly. It is not likely, however, that work will be commenced on this before next spring. Four two-storey houses are to be erected by J. S. R. McCann. Vacant houses have been very scarce in this city this fall and people have had a hard time locating a house when moving, many having to store their furn ture in the new buildings before they were completed.

* * *

The 5, 10 and 15-cent store opened here a few months ago by S. H. Knox & Co., are still endeavoring to supply the public with the various lines of hardware they handle. At present they have a big display of these cheaper lines of hardware in one of their large front windows, consisting of hatchets, saws, hammers, pincers, frying pans, kettles, spittoons, and in fact almost everything in the line of enamel and tinware, also numerous other handy tools needed in the home, which certainly draws the attention of a number of housekeepers, while doing their shopping. These firms doubtless sell quite a quantity of this line of goods, but hardware dealers find that they have lost little by this kind of opposition, as most of their former patrons believe in sticking to the regular trade for goods of the best quality.

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The application of the Bay of Quinte Railway Company to wind up the Stanley smelting works, at Bannockburn, came up before Chief Justice Meredith in the council chambers and was allowed to stand over for one week.

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The Canadian Locomotive Works is rushing an order for four engines for the Prince Edward Island narrow gauge railway. One engine has already gone forward.

* * *

William Spriggs and Henry Newman, both of this city, were the successful tenderers for the Tomlinson electric business, mentioned two weeks ago. The business will be carried on as usual by the new firm, which will be known as Newman & Spriggs.

* * *

W, J. Moore & Som, machinists, have moved from their old stand on Montreal street, and have opened a new establishment on Wellington street, which is well adapted to the purpose for which it is intended. The aim is to store and repair automobiles, bicycles, and do a general machine business.

PETERBOROUGH.

Peterborough, Nov. 27.—The renumbering of the streets of Peterborough will soon be completed. Every house on the thoroughfares where changes have had to be made have been supplied with clear aluminum numbers, supplied by the Peterborough Hardware Company, who had the contract.

* * *

Louis Leclair, formerly of the Kingan Hardware Company, of this city, but who is now on the road for Lewis Bros., of Montreal, was in town for a few days last week. He reports business as being fairly brisk.

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At a recent meeting, Mr. E. M. Best, head of the Best Stove Company, of this city, was elected president of the Peterborough Y.M.C.A. Harrier Club. Mr. Best takes an active interest in local athletic matters and the harriers should have every success under his presidency.

* * *

The Canadian Cordage Company resumed operations on Monday, after having been closed down for several weeks. The machinery and plant in general has been entirely overhauled and it is expected that there will be no further delays.

* * *

The annual meeting of the Rapid Tool Company was held on Tuesday of this week. Further particulars regarding same will appear in the next issue.

* * *

Local hardwaremen report business good, despite the stringency in the money market. There has been very little letting up in building and the activity in this line tends to keep up the hardware business. Skates are already being sold and hockey sticks and winter sporting goods figure largely in winter decorations.

HAMILTON.

Hamilton, Nov. 27.—The latest thing in connection with the co-operative store business in this city is the introduction of co-operative concerts in connection with these businesses. One firm is about to hold such a concert at which an admission fee of ten cents will be charged. Attached to the ticket will be a coupon which will be good for ten cents on a purchase of fifty cents' worth of goods in the company's store. This is the first concert of the kind ever held in the city, and although it is not attracting much public attention it has aroused the curiosity of local merchants.

* * *

On Friday night of last week a disastrous fire threatened to wipe out the plant of Burrow, Stewart & Milne, stove manufacturers, in this city. Fortunately the fire department did excellent work, and although the firm suffered a loss of $15,000, only one section of its plant was rendered inoperative. The cause of the fire is thought to have been spontaneous combustion. It was a roaring furnace when the firemen arrived. Despite the big start which the fiery element had on the brigade, the latter was successful in preventing the flames from spreading to other parts of the building. After a three-hour fight the firemen were victorious. The fire has not interfered with the output of the stoves, as the damage was confined principally to the japanning department, where a large stock of gas stoves were stored. The greatest loss will be on the raw material, but the building being intact, will be easily repaired.

The B. Greening Wire Company this week shipped a spool of wire to a Port Arthur firm, which was unique in its manufacture. The coil was 6,200 feet long and seven-eighths of an inch in diameter. It was made up of 114 wires, everyone of which were continuous from beginning to end. The whole coil weighed 7,100 pounds. It is very seldom that a wire cable of this length is seen wherein each wire is guaranteed continuous.

* * *

The salesmen of the Canadian Westinghouse Company, who have been in conference at the head office here, were entertained by a trip to Detroit by the big firm on Saturday last. There were sixteen men in the party from all parts of Canada, and they were taken for a trip over the Windsor, Essex & Lake Shore Electric Railway, the first single phase system built in Canada, having been constructed by the Westinghouse firm. The railway is said to be one of the finest pieces of construction work in Canada. After spending a day in Detroit the salesmen returned to the city and later left for their homes.

* * *

An interesting case is before the courts here just now, in which E. R. Clarkson, of the Dominion Oil Co., is being sued for breach of contract in connection with the organization of the Sovereign Oil Co. P. J. Bayer, H. T. Crawford and T. B. Gregory claim that an agreement was entered into with the defendant for the incorporation of a joint stock company to be known as the Sovereign Oil Company, which the defendant afterwards incorporated as the Dominion Oil Company. They claim $5,000 for breach of contract.

* * *

Travelers and other readers of Hardware and Metal, who may have occasion to visit Hamilton, may be spared considerable inconvenience by knowing that the Street Railway routes will undergo a complete change on December 1st.

* * *

Accompanying is a cut of one of the largest and most progressive industries in this City, namely the plant of the B. Greening Wire Company. Any one who has seen these works within the last few years prior to last May will recognize that a vast improvement has been made; in fact that a portion of the works altered would not be recognized. These premises now occupy portions of three separate blocks. The commodious offices, which were built about six years ago being on the southwest corner of Queen and Napier streets, in which block the firm has erected a netting warehouse and a two-storey carpenter shop, the object being to have all the wood work done in this isolated building so that the lumber yard will be removed from the main buildings.

* * *

On the southwest corner of Queen and Peter streets the firms erected a new weaving mill 260 ft. x 130 ft., and in order to get light to this large building they adopted the saw-toothed roof, making this one of the best factory buildings in Hamilton. Here are installed all the heavy looms from the Napier St. weaving mill, together with several additions, amongst which are the addition-

Enlarged Plant of the B. Greening Wire Company at Hamilton, Ont.

al screen cloth looms installed this year. It was the intention to remove the old screen cloth plant to this building, but the firm felt they could not afford the time so that will remain where it is until after next season's trade, when it is the intention to take the temporary end out of the new weaving mill and build on an addition sufficient to accommodate all of the weaving plant. As stated above, the firm has added many new looms of practically all types, so that they are now in a position to meet any demands that may be made upon them for all grades of wire cloth for years to come.

The old weaving mill on Napier St. is to be added to the wire mill, as the increase in the weaving plant will require so much more wire. The space between the old weaving mill and the wire mill on Napier St. has been built up and the cleaning room for the wire mill containing all modern improvements is installed here.

The firm report business quite brisk, especially in special weaving, to which they are devoting much time, attention and enterprise in installing looms to weave cloth of all degrees of weight and fineness of mesh.

Besides the manufacture of wire, this firm make all kinds of wire cloth from the heaviest used for such as locomotive smoke stacks, refuse burners for saw mills to fine wire cloth for flour mills, office window blinds, mining purposes, car ventilators, etc. They make steel wire chain into cattle chains, dog chains, halter chains, tie out chains and special chains for agricultural implement manufacturers. Wire rope for passenger and freight elevators, derrick and contractors' use, mining purposes and transmission of power, perforated sheet metals in brass, copper, steel and iron for grist mill machinery, burning purposes, grain cleaning machinery, etc. Crimped steel wire bonding for concrete work. They issue catalogues for the different branches of their business.

* * *

The Greening Company manufactures ninety per cent. of the poultry netting used in Canada, a large amount of their goods being shipped to Quebec, and the Maritime Provinces. Asked how they accounted for this fact, one of the firm stated that it was due largely to the fact that they had a distributing warehouse in Montreal. Some years ago the firm found that its shipments to the eastern provinces were becoming so great that it was almost impossible to supply the demand from the head office, so a branch was opened at 422 St. Paul St., Montreal, under the management of J. H. Hanson. Still the trade increased so that two years ago it was found necessary to take in the premises adjoining to provide room for the stock.

GALT.

Galt, Nov. 27.—Trade is picking up in Galt after a short period, during which business was rather dull. The financial situation was not to blame, it being the usual mid-season slackness.

The Retail Merchants' Association held their annual meeting on Tuesday evening, at which there was a large attendance. The officers elected were: President, T. A. Rutherford; First Vice-President, A. M. Edwards; Second Vice-President, J. H. Laird; Secretary, F. L. Hamilton, Treasurer, F. H. Chapple. Among the questions discussed were: The Co-operative Store Bill; The Bill Regarding Labels on Drugs; the Bill Relating to Stamps on Jewelry; the Association System of Collection of Bad Debts and Delinquent List; the Legislation Relating to the Division Court Act, re Collection of Debts by Court, and the System of Inspection of Weights and Measures.

The association is heartily in favor of the amendment to the Division Court Act whereby a local magistrate is empowered to decide bad debt cases, also the making of weight and measure inspectors government paid officials. The association has had a very successful year, the membership has largely increased, and the finances are in excellent condition.

The association is already making arranements for the entertainment of the delegates at the annual convention, which will be held in Galt next year.

* * *

The financial situation has affected Galt to some considerable extent. A number of men have been laid off by nearly every industry, and two concerns are working eight hours per day. The outlook is rather gloomy at present, but the manufacturers and others are hopeful of the situation brightening up shortly.

* * *

A question which local hardware dealers might consider, now that the busy season is coming on, is the question of waiting accommodation for their customers. No one likes to wait to be served, but when one is forced to wait it is surely the duty of the merchant to provide proper accommodation. Ladies, particularly, do not like to be jostled here and there by other patrons. A few stools or chairs placed in a convenient place would eliminate the crush and at the same time make shopping more of a pleasure. The writer can remember the time when no store was complete without a row of stools along the counters, but in this day of hustle and bustle they have entirely disappeared.

A hardware merchant, discussing the trade in general, stated that the people were coming to recognize to a fuller extent the benefits of early Christmas shopping.

"While there is room for much more improvement, the advance being made in this direction is encouraging."

CHATHAM.

Chatham, Nov. 26.—The hardware business in Chatham is keeping up very nicely. The fall trade has been good. Notwithstanding the stringency in the money market, collections have been very good. Merchants report their present business in excess of that of last year at the same time; better, in fact, than any previous year. Just now, stoves are not moving so fast as usual at this season of the year, on account of the warm weather. Gas fitting and plumbing are keeping up very well. In fact, one merchant stated that in these lines his only trouble was in finding men to do the work.

* * *

The gospel of early closing does not need to be preached among the hardwaremen of Chatham. In this respect they are thoroughly up to date, and have been for some time past. Up to a little over a year ago there was nothing in the shape of an understanding on the subject, and as a result the hardware stores stayed open till all hours. Finally, the hardwaremen talked the subject over, and as a result, during the past year the hardware stores have closed at 6.30 sharp every night—Saturdays and evenings before holidays excepted. The arrangement works well, and there has been no disposition shown in any quarter to dodge or evade it. The feeling of the whole trade may, in fact, be summed up in the words of one of the members, "The arrangement has worked admirably," he declared. "It is a good thing for all concerned."

* * *

Local hardwaremen were glad during the past week to greet the subscription representative of Hardware and Metal on the occasion of his regular visit to this city, in the interests of the hardwaremen's popular paper.

* * *

A well-attended meeting of the local Board of Trade was held last week. Hon. R. F. Sutherland, Speaker of the Dominion House, was present and delivered an interesting address on Canadian transportation problems. Thirty new members were added to the organization, the total membership now numbering 184. It is hoped to increase this to 200 by the end of the year.

* * *

The hardware store of J. C. Wanless was visited by a burglar on Monday night. The burglar effected an entrance by cutting a hole in the glass of the back door, enabling him to open the door from the inside. About 80 cents in coppers was taken, together with four razors. The stamp drawer was left open, but no stamps were missing, the burglar having evidently left before he intended. C. E. Lister's creamery was visited the same night. There is no clue to the identity of the guilty party or parties.

* * *

Another new industry for the Maple City is faintly discernible on the horizon. It is the Canadian branch of the Heinz Pickling Company. The concern is understood to have been flirting also with London. Representatives were in this city on Monday and held a conference with the local industrial committee. Nothing definite has as yet materialized, however.

* * *

Dresden is after the new Chatham Carrlage Co. Representatives of that town have been in negotiation with the company for some time past, and as a

result a by-law to extend municipal aid to the concern, with a view to inducing them to locate, will be submitted at the municipal elections next January. The town is to loan the company $20,000, with interest for 20 years, repayable in annual instalments, and to grant tax exemption for the same period; the company, in return, to employ 20 men the first year, and 50 men each year thereafter.

LONDON.

London, Nov. 27.—It was stated in this correspondence last week that the Wilcox Manufacturing Company of this city, was closed for stocktaking. Last night the announcement was made that the company, which has been engaged in the manufacture of builders' hardware, etc., has been forced into liquidation. The directors were: Arthur E. Dyment, of Barrie, president; Thos. Baker, vice-president; Chas. E. Santo, manager; W. E. Wismer and Dr. A. Santo. The company has been employing between fifty and one hundred hands at good wages The concern was considered one of the most prosperous in the city, and only recently began the erection of an addition to their premises at Chelsea Green, which would have doubled the capacity. At the time it was said there were enough orders on hand to keep the company busy for a year at least. The company was organized some three or four years ago with an authorized capital of $250,000, of which about $100,000 was subscribed. The liabilities are said to be in the neighborhood of $50,000 in excess of the subscribed capital. The shareholders will likely meet in a few days, when the situation will be discussed. It is stated on good authority that the company will be reorganized under new management.

* * *

Despite some minor setbacks, business in London seems to be steadily picking up, and manufacturers report orders coming in more freely. One large brass firm began this week filling one of the biggest orders it has received in three years. On the whole, the outlook is by no means discouraging.

* * *

Grand Trunk extension operations are being rushed along. The big new coal shutes which are being built in the east end will, it is expected, be in operation within two weeks. Work has been commenced on the enlargement of the yards east of Egerton Street, and when completed the new yards will be the largest and best equipped west of Toronto.

* * *

The Canadian Association of Stationary Engineers at a meeting here, discussed, among other things, the act passed by the Ontario Legislature at last session, respecting stationary engineers, requiring that after July 8, 1908 certificates of qualification must be held by men in charge of steam plants. The prevailing opinion seems to be that the act does not completely cover the ground and the hope was expressed that the government will see its way to further strengthen it.

* * *

The Southwestern Traction Company has inaugurated an express and freight service between this city and St. Thomas and Port Stanley, which bids fair to become an important factor in the handling of goods between this city and the lake side.

West of the Great Lakes

New Retail Hardware Association Proposed for Northern Alberta—Farmers and Laborers Combining—Novel Guessing Competition at Edmonton—New Freight Tariff—Making Collections at Saskatoon.

EDMONTON.

Edmonton, Alta., Nov. 20.—There is a great need in Edmonton for a live, active Retail Hardwaremen's Association. Up to last year such an association did exist in Edmonton, but it has practically gone out of business now, and the hardware merchants of the city are all working independently of each other. The association was formed originally with the idea of getting all the retail hardware merchants to work on a common basis. Goods were sold at a uniform price and there was none of the troubles to contend with that spring from cutting prices. Then again the association enabled the merchants to do business on a cash basis to a larger extent than at present. Hardware merchants all over the city recognized the benefit of such an association and all of those with whom the Hardware and Metal representative has had conversation are very much in favor of reviving this organization.

The association fell to pieces from the old cause—because some of the members did not live up to the rules of the association. It was arranged that certain lines of hardware should be sold by all retailers at a uniform price. Some of the smaller dealers, after a time, began to cut this price in order to increase their trade. The other dealers at once suffered from this and began to lose a portion of their business. They held on as long as possible and at last one prominent hardware firm announced that they intended cutting loose from the association. They stated that they were entirely in sympathy with the movement, but they could not afford to remain in the association while other firms cut prices and took away all of their trade. This was the death blow to the Retail Hardware Association in Edmonton.

The majority of the hardware merchants in the city are in favor of reviving this association. There are many difficulties in the way of this, however, and it will require the assistance of all to make it a success. It has been suggested that in order to place this organization on a sound working basis it will be necessary to have a paid secretary to look after the affairs of the association.

"The only way a retail hardware association can be made a success in Edmonton now," said one hardware merchant, "is to get the co-operation of all the hardware merchants, not only in Edmonton, but in the small towns surrounding. It would be necessary to have hardware merchants as far east as Vermilion on the C.N.R., and as far south as Red Deer on the C.P.R., join the association. The price of certain articles, such as wire and nails, could then be fixed by the association. It would not work a hardship on any of the members, provided they all sold at the same price, and it would be one of the duties of the secretary to see that they all did stand by the rules of the association."

The idea is a good one, and is feasible as well. The scope of the old association could be widened and a Northern Alberta Hardware Association formed. This would be a benefit to all the members, provided every dealer joined it, for the price could then be maintained at a level that would assure the dealer of a profit. As it is at present, with the cutting of prices many articles are sometimes sold by some merchants at a price that gives them little or no profit.

Then again if such an association was formed a system of cash selling could easily be introduced, if not entirely, at least the proportion of credit customers could be greatly reduced. Merchants, too, could reduce greatly the percentage of losses each year from bad debts by having a "black list" kept by the secretary of the association, or some similar method whereby the merchants could be kept informed of the names of purchasers to whom it was not advisable to give credit.

It was also suggested that some arrangement might be entered into by the association with the wholesale hardware houses whereby goods would not be supplied to retail hardware merchants who were not members of the Retail Hardware Association. The danger of this latter suggestion is apparent, however, as it would lay the association members liable to the criminal charge of forming a combine in restraint of trade. This would probably lead to a case similar to the one now being heard in the Supreme Court, the alleged lumber combine case.

Since it is acknowledged that a retail hardware association in Edmonton would be a good thing, it behooves the hardware merchants in the city to get busy and form such an association. Thus they would not only be helping themselves, but would be aiding their brother tradesmen as well.

* * *

Many representatives of wholesale houses and hardware manufacturers in Eastern Canada and the United States have taken a trip through the west this year to examine into the conditions and look up new business. All those who visited Edmonton expressed themselves as being surprised and pleased at the growth and development of this city in such a remarkably short time.

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The contract for the supply of necessary hardware for the new Alexander Taylor School, now being erected in Edmonton, has been let to the firm of Lundy & McLeod.

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The Retail Clerks' Protective Association held a meeting this week in the Mechanics Hall, when the newly elected officers were duly installed in their positions. The charter of the association was also presented. The question of the advisability of having an early closing by-law in the city was discussed. The members of the association are very much in favor of such a by-law. A committee was appointed to meet representatives of the Trades & Labor Coun-

oil and decide on some united course of action in the matter. The association has decided to meet every two weeks to discuss matters of interest to the members.

* * *

A very important convention of the Canadian Society of Equity was held in Calgary last week. Representatives of the Trades and Labor unions in Alberta were present and decided to unite in their efforts to secure better prices for farm products for farmers and cheaper living and increased wages for the laboring men. Politicians in the west begin to regard this partial amalgamation of the farmers and laboring men as a dangerous political factor in the country, should they decide to unite for political purposes.

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City Engineer Keeley is making preparations to purchase the copper required by the city for the installation of their new power plant next year at once, while copper is low in price.

* * *

The Sommerville Hardware Company this week had a large display of lanterns in their window. A guessing competition was introduced in this connection that proved very successful. The sum of $5 and a lantern was offered to the person guessing nearest to the length of time a lantern placed in the window would burn with the amount of oil then in it. One guess was allowed for every purchase in the store. The idea became very popular and the competition proved a success.

SASKATOON.

Saskatoon, Nov. 22.—Skating has started. The cold snap of the last few days has frozen the sloughs near town and devotees of skating have already enjoyed the outside exercise. It is expected that the city rink will be ready in a few days. Work has begun on the new Riverdale Rink, and it should be completed by the first of next month. Skates have begun to sell and soon there will be a demand for hockey requisites.

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The C.N.R. have reduced the passenger rate on this line to three cents per mile. This is the second reduction within a short time. When the company took over the road the rate was four cents. Last winter it was lowered to three and a half, and now they have voluntarily reduced it to three, which places the rates per mile on the same level as those in the east. The new tariff will go into effect December 1.

The company also announce a substantial reduction in freight rates between Winnipeg and Saskatoon to take effect November 25. The difference ranges from eleven to one cent per hundred in the various classes of merchandise as a comparison of the old and new rates will show. First-class, old rate, $1.25; new rate, $1.14. Second-class, old rate, $1.04; new rate, 96 cents. Third-class, old rate, 84 cents; new rate, 77 cents. Fourth-class, old rate, 64 cents; new rate, 59 cents. Fifth-class, old rate, 57 cents; new rate, 52 cents. Sixth class, old rate, 47 cents; new rate, 42 cents. Seventh-class, old rate, 32 cents; new rate, 31 cents. Eighth-class, old rate, 27 cents; unchanged. Ninth-class, unchanged. Tenth-class, old rate, 27 cents; new rate, 25 cents. These reductions mean a good deal to shippers, merchants and the people generally.

* * *

Blessed are the storekeepers who do a cash business only. It is told of a Western merchant who employs a Swedish clerk that he sent him out recently to do some collecting. When the clerk returned from an unsuccessful trip he reported, "Yim Yonson say he vill pay ven he sells his hogs. Yim Olesen, he vill pay ven he sell him wheat, an Bill Pack say he vill pay in Yanuary." "Well," said the boss, "that's the first time Bill ever set a date to pay. Did he really say he would pay in January?" "Vell, I tank so," said the clerk, "he say it ban a tam cold day ven you got that money. I tank that ban in Yanuary."

* * *

Hamelin Brothers have opened a fine new departmental store in Prince Albert. The building is a two-storey one of cement blocks, finished inside with metal, with full sized basement. The main entrance is on Central avenue, and the different departments are nicely arranged and laid out. W. J. Wright was the contractor and the building is a credit to the city.

* * *

C. L. Brown has opened a general store at Asquith.

ENCOURAGING ADVICE.

John C. Schmidt, president of the Standard Chain Company, Pittsburg, has addressed a letter to the sales representatives of his firm, from which the following encouraging advice is extracted:

"Operating as we do, ten factories in various cities, we are in a position to realize and appreciate the present unusual conditions. In the past when fear and distrust were shown in periods, called panics, each manufacturer made 'confusion worse confounded' by endeavoring to operate his plant full and cut the price, thus producing more goods than his customers could consume and pay for. In the present era of consolidation the great corporations, particularly in the iron and steel industries, have reversed this procedure by curtailing production and maintaining prices. This may seem cruel, but it is wisdom of the highest order; better have a surgical operation than a cancerous sore; better make what the people want and can pay for, than weaken one's resources by carrying unsalable stocks to be sold at ruinous prices.

"Now, what is your duty in the present situation? Be optimistic; be cheerful; don't go about with a long face and look as if the world was going to come to an end. Buy a carnation and put it in your buttonhole, and do this for thirty days, and I will pay for it. Let your customers see that you know that trade conditions will soon right themselves. The good Lord has blessed the farmers with ample crops and at high prices. They have plenty of money, and with $70,000,000 of new gold coming into the country, our bank reserves will increase; with the lessening of premium and new currency issued, those who have selfishly hoarded currency will release it; and greater than all, with the slackening of industry, the demand for currency will rapidly decrease, and within six weeks at the farthest, clearing house certificates and pay checks will be a memory. Tell your customers to buy only what they want and can pay for. Tell them to pay as they can, that is, remit in small amounts, and, if necessary, don't be too proud to give a short time note and then pay it when due; but don't expect a manufacturer to conduct his business successfully by telling his banker he has ' large book accounts.' Let him see some 'evidence' of it. Bear in mind the old adage, 'It is always the darkest hour before the dawn,' and with cheerful sanity you will find that conditions will soon change for the better."

BOOK REVIEW.

Advertising Plans for Retailers.

"Sales Plans" is the title of a new and attractive book published by the Merchants Record Co., Chicago, the aim being to suggest to retail merchants how their business can be increased during dull selling seasons. The book was compiled by Thomas A. Reid from the columns of the "Merchants Record and Show Window," in which journal all of the contained advertising plans and competitions have been published. Many of the plans have been successfully operated by the most successful firms in the United States and Canada. In addition to successful advertising plans, a number of special advertisments for occasions like the approaching Christmas season are explained, as well as special competitions for the holiday season. One plan which has met with success has been to offer prizes to clerks who have the largest cash sale in each department. Many such ideas are explained which must prove of benefit to any retailer who wants to see an increase in his business.

Many firms have at times given souvenirs to get trade, and these souvenirs are, in most cases, made to pay handsome returns. This point is carefully explained in the book, nearly three hundred different competitions being arranged for the reader's choice.

"Sales Plans" is a book the retailer can well afford, filled as it is with ideas, which, if followed out, will be sure to increase business to a great extent. It is sold in Canada by the Technical Book Department of the MacLean Publishing Co., Toronto, and will be sent, prepaid, on receipt of the price, $2.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott. Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee — The officers and H Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee — W. Stearman, Vancouver H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria

COMING BACK FOR MORE.

Repeat orders for the association collection form letters prove better than any testimonial letter could the value of the collection service to members of the association.

The firm of W. W. Chown Company, Limited, Belleville, is known throughout Ontario as a hardware house of long standing, of conservative business methods, and yet of sufficient progressiveness to adopt any modern idea which will aid in extending their business. As an instance of this the experience of the secretary of the Ontario association in Belleville, nearly two years ago, may be quoted. The Chown Company absolutely refused to join the association unless the other two hardwaremen enrolled first. When they did come in they meant it, and they were one of the first to use the association collection department, as well as the very first to send a repeat order for another supply.

Charles C. Lee, Goderich, has also come back for a second helping, and it looks as though the collection letters are a fixture in the association work. Their worth having been proven, the executive are now considering means of improving the service, announcement of which may be looked for after the meeting of the Executive Committee at New Year's.

Two of Brantford's leading hardwaremen sent orders for the form letters this week, and there are now few sections of the Province where the association isn't helping its members to gather in money which will come handy this winter.

The work of the secretary's office has been increased considerably by the establishment of the collection department, but that is a secondary consideration, the first being the development of plans whereby the hardwaremen of Ontario can be shown that it is to their advantage to have an organization of their own.

Many delinquents forward money orders to the secretary in payment of accounts, these being promptly sent on to the firm to which the money belongs. Last week one firm received a cheque for $12 in this way, and this week several small sums were received and forwarded. Of course, delinquents are asked to make payment direct, but a few make the mistake of sending to the secretary. Firms which want to make collections promptly in the new year cannot do better than order a dollar's worth of the association's form letters and send them out to delinquents immediately after the holiday season.

BOOKSELLER'S GOOD SENSE.

Attracted by the success of the department, the Booksellers' Association of Ontario has copied the collection system of the Retail Hardware Association and in another month the delinquent customers of the stationery stores will be receiving similar letters to those who neglect to pay their debts, owing to members of the Hardware Association.

The booksellers have also co-operated in doing their Christmas advertising in a practical manner. A "Christmas Book List" was gotten out in large quantities advertising lines which all the members stock. In addition to this, a fund was gathered from the jobbers and advertisements placed in the leading papers throughout the Province urging readers to "Buy Books for Christmas" and "Patronize your local Bookseller."

The Booksellers' Association is a young organization, less than a year old, but it has started out aggressively and should succeed.

WHEN CREDIT BECOMES A LOAN.

Every merchant who sells on credit is a partner with the buyer to the extent of his sale during the period elapsing until payment is made, and as such has a right to know the financial condition if his debtor. This sense of partnership is rarely recognized by either party to the sale. Every man should regard a time sale as a money loan. He would not care to ask his jobber for the loan of an account of money equal to the value of the goods he buys on time. But he does the equivalent of that when he asks the jobber to extend his credit beyond the time for payments set by the terms agreed upon. The Credit Men's Bulletin says: If the buyer were to go to his bank and bororw the money necessary to pay for the goods on the same time, he would not only have to pay the legal rate of interest, but a premium besides, and if he did not meet the obligation on its maturity would have to satisfy the bank that the account was good and collectable, and, of course, pay interest for the extended time. Does the salesman realize when he is closing a sale with a customer that he is virtually lending that customer a sum of money equal to the value of the goods for the period that shall elapse before payment is made? And does the buyer realize that in asking for credit, be it only for ten days, he is asking the seller the favor of a cash loan? A realization of this actual relationship between buyer and seller would lead to greater self-respect and firmness on the part of the seller, and what is more important, fewer losses; while there is many a buyer whose attitude toward the seller would be vastly more improved by a recognition of this homely truth, and who would steer his course clear of many a dangerous financial rock thereby.

"HONESTY THE BEST POLICY."

I saw the above sign in a grocer's office the other day, and it made me smile, writes the Guelph correspondent of The Canadian Grocer. There is something in it all right, but there are mighty few grocers who live up to it. Yet nearly all claim it as their one good point to sell honest goods at honest prices.

A grocer buys a cash register and says "Now, that will keep the staff honest," and they both know that all the cash registers in the land won't keep a clerk honest if he doesn't want to be honest. A cash register is a good thing all right, but not to keep clerks honest. Then, after the grocer himself thinks he is protected, he goes to the same staff of clerks that he wants to be honest for him and asks them to sell XX vinegar for XXX; to take 40c, 50c, and 60c tea out of the same tea bin, and thinks nothing himself of taking a line of goods and dividing into two prices.

The clerk has a hard time sometimes with customers, who almost make him lie to sell them, and a boss who tells him he's got to lie if he wants to sell goods. It is a wonder there are any honest clerks at all. But just the same I am glad to know there are some, and when a clerk just comes right out and says he doesn't do business like that, the boss, even if he is inclined that way himself, and even if he doesn't actually say so, he admires him for the stand he has taken, and generally considers him the last man he wants to part with.

Amongst the Travelling Salesmen

Gossip of the Elections—Death of Toronto Traveller—Two Recent Appointments—Better Hotel Accommodation.

ESSENTIALS OF SUCCESSFUL SALESMANHIP.

The foundation stones on which salesmanship rests are intelligence, integrity and the knowledge of goods which you are showing, and any of those three qualities can be developed, writes G. F. Ellsworth. I have always thought that the man who went after his customer with some kind of system was far more successful than he who struck him haphazard. The good salesman, in my mind, is not only a good talker, but a good

ALD. H. G. WRIGHT, HAMILTON.
Candidate for Election as a Director of the Hamilton Board of the Commercial Travelers' Association of Canada.

listener. It is necessary that you, when selling an article to your customer, should know as well when to stop talking as when to talk. You know there is nothing that flatters a man more than to induce him to talk. The personal pronoun "I" is agreeable to you, but not to the other fellow. If you can get your customer to asking questions about the articles you are attempting to sell him, you have put him on the defensive and you have that double advantage over him. Whenever I have a customer come into my store to purchase an article, it is obvious that he or she intended to when they came in, and I did not succeed in selling them, I analyzed the entire conversation. The fault was mine; I was willing to admit it. You have got to admit it yourself; it is your own fault if you do not make a sale. I went all over the talk and endeavored to find out where the weak spot in my argument was, and if I found it I corrected it. We kept prospects of every prospective sale. We had cards with a space for the name, address of party, the article that they came in to see, the price we quoted them, and any other information. This was in the event of their not buying. These cards were all properly made out and placed upon my desk, and in about a day or two I usually wrote the party.

TWO RECENT APPOINTMENTS.

The two gentlemen whose faces are shown in the miniature illustrations reproduced herewith are E. C. Budge, recently appointed sales manager for the Montreal division of the Sherwin-Williams Paint Company, and W. S. Fallis,

E. C. Budge, Montreal, and W. S. Fallis, Winnipeg.

promoted a month ago to the sales management of the Winnipeg branch for the same company, his territory covering the three Western prairie provinces.

Both men are salesmen of wide experience, who have won promotion by hard work, and their many friends amongst the retail trade will wish them continued success.

TRAVELERS' ELECTIONS.

This week we have pleasure in reproducing the likenesses of two prominent workers in the Commercial Travelers' Association of Canada.

George West, of West, Taylor & Bickle, broom and brush manufacturers, Norwich, Ontario, is a candidate for re-election as first vice-president of the association, with every certainty of success.

The other gentleman is Ald. H. G. Wright, of the widely-known firm of E. T. Wright & Co., lantern manufacturers, Hamilton. Mr. Wright is again in the field for election to the Hamilton board of directors of the association, two other hardwaremen being in the field, with six to be elected. If R. M. Stuart, of Barrow, Stewart & Milne, is elected second vice-president for Hamilton, and W. H. Dean, of Wood, Valance & Co.; Arthur F. Hatch, of the Canada Steel Goods Company, and Mr. Wright, are all elected, the Hamilton board will take on a decidedly hardware appearance.

In Hamilton, evidently, the charge cannot be truthfully made that hardwaremen do not take an active interest in Travelers' Association matters.

SUDDEN DEATH OF H. C. PHILPOTT.

The many friends of H. C. Philpott, the general sales manager of the Dominion Car & Foundry Company, which has a large establishment at Blue Bonnets, Montreal, will be pained to hear of

GEORGE WEST, NORWICH.
Candidate for Re-election as 1st Vice-President of the Commercial Travelers' Association of Canada.

his sudden death at Galt, Ontario. For the past two years, Mr. Philpott has been connected with the Dominion Car Company, and previous to that time was with the Canadian General Electric, of Montreal. Prominent in railway and electric circles, Mr. Philpott's business capabilities were everywhere recognized.

Mr. Philpott was one of the candidates in the Toronto News' contest to select a number of commercial travelers to make a tour of the world, and stood well up in the list of contestants. Of a genial disposition, he made numerous friends. Mr. Philpott's home was in Toronto, where his wife and children reside.

LONDON TRAVELERS ACT.

The executives of the London Travelers' Club and the Western Ontario Commercial Travelers' Association held

a joint meeting on Saturday night for the purpose of considering what steps should be taken to bring to the attention of the Provincial Government the hardships to which the traveling public are subjected in the matter of obtaining suitable accommodation in municipalities where local option has been adopted. The various speakers agreed that prevailing conditions were intolerable and that something must be done. Lengthy resolutions were adopted in which the belief was expressed that any municipality choosing to do away with the bars should be compelled to maintain the necessary accommodation for the traveling public, even though the maintenance of such hostelries should require the financial support of the municipality. It was also recommended that all lodging and eating houses be placed under special license and a medical certificate for cleanliness and sanitation accompany each application for license. The specific grievances to which government attention is directed are impure water, filthy lavatories. washrooms and bathrooms, bedrooms and sitting rooms. The resolutions will be duly signed and forwarded to the Provincial Secretary.

BETTER HOTEL REGULATION.

The indifferent hotel accommodation provided in all parts of Canada is being well illustrated just now when the country is unprecedentedly crowded with commercial travelers. The matter is making itself evident in several ways. It came out the other day in a petition forwarded to the Provincial Government from the Canadian Travelers' Association, which, referring to municipalities where a local option by-law has been passed, begs that before the act goes into force it shall be the duty of the community to show the Government that ample accommodation for man and beast will be provided. In case the community fails to do so, the petition requests that the by-law shall not be put into effect, but that the Government shall step in and take charge, making such provision as may be necessary for proper accommodation, either by continuing the licenses or in some other way.

The petition seems to be based on the understanding that proper accommodation is furnished in communities where licenses are in operation. The travelers themselves know that very frequently this is not the case. It might well have requested the Government to provide for satisfactory accommodation in all communities.

It is a generally admitted fact that in districts such as are referred to in the petition, hotel accommodation is provided merely as an adjunct to the liquor selling business, in a good many cases simply because the Government requires it. In such cases the accommodation is anything but satisfactory, and in a good many Canadian communities sanitary conditions exist in connection with the hotels that the local Boards of Health would not tolerate in a private property. The travelers know this better than anyone else, and they suffer from week to week and from year to year because such conditions are allowed to exist.

When considering the petition from the Travelers' Association, the Government should consider the advisability of providing for satisfactory hotel accommodation in all communities frequented by travelers, whether they are under the control of a local option by-law or not.

HARDWAREMAN ELECTED TREASURER.

A. Anderson, of Jas. Wright & Co., is the only hardware man elected to office in the Commercial Travelers' Mutual Benefit Society, of Western Ontario, he being made treasurer. A. E. Hardy, of the London Lumber Co., is second vice-president, and J. H. Glass, of the Globe Casket Co., is a director. The majority of the directors are in the dry goods and allied trades.

FORM FOR CONCRETE WORK.

An adjustable form for use in the construction of masonry and concrete bridges, culverts, tunnels and sewers, has been invented by J. E. Wood, Pittsburg. The new form is for use in such of the above mentioned works, which require support during construction. The apparatus may easily be removed and dismantled on the completion of the work.

NEW LAMP SHADE.

A new lamp shade, invented by W. J. Baesen, Orange, N.J., has many peculiarities. The shade is constructed of glass sections so arranged as to exhibit figures pasted on the inside of the glass and arranged not only as an ornament, but to combine convenience, durability and strength.

NEW FOLDING SQUARE.

A new folding carpenters' square has recently appeared on the market, the invention of J. G. Feil, New York. The purpose of the invention is to provide a square so constructed that one limb may be carried at any desired angle to the other and be firmly held in position.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. [52]

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

BUSINESS CHANCE.

MAN who understands hardware business thoroughly would invest few thousand dollars and take part interest in paying hardware business in west. At present manager of successful hardware business handling general hardware, stoves, plumbing goods and electric supplies. Teetotaler. Address Box 668, HARDWARE AND METAL, Toronto. [50]

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Nice hardware business in Southern Alberta; stock about $2,000; property, $1,800; ill health reason for selling. Apply Box 669, HARDWARE AND METAL, Toronto. [50]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED builder and general hardware man with good connection in the west wishes position; Eight years' experience; also experience in the paint and glass business. Box 17, HARDWARE AND METAL, Winnipeg. [tf]

FIRST-CLASS hardware traveller thoroughly posted in general and heavy hardware, stoves and plumbing supplies with a solid connection among the very best merchants in the above lines in Eastern and Northern Ontario will be open for engagement, Jan. 1st. Address Box 667, HARDWARE AND METAL, Toronto. [50]

WANTED by a practical plumber, steam and hot water fitter, of 16 years' experience, thoroughly conversant in both trades mentioned, position as manager or foreman; can handle work and men to advantage; would like to communicate with firms requiring same. Box 23, HARDWARE AND METAL, Montreal. [48]

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Nov. 29, Room 511, Union Bank Bldg, Winnipeg, Man.

Rope—Sisal, 11c per lb., and pure plain galvanized, 6, 7 and 8 $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, manila, 15¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 lbs., $3.22½; $4; No. 15, $4.25; No. 16, $4.40; plain twist, $3.45; staples, $3.50; oiled annealed wire, No. 10, $2.90; No. 11, $2.96; No. 12, $3.04; No. 13, $3.14; No. 14, $3.24; No. 15, $3.39; annealed wires (unoiled), 10c less; soft copper wire, base, 36c; brass spring wire, base, 30c.

Poultry Netting—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

Horseshoes—Iron, No. 0 to No. 1, $5.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 70.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ⅜ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55, square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

Rivets—Iron, 60 and 10 p.c.; copper, No. 7, 43c; No. 8, 42½c; No. 9, 45¼c; copper, No. 10, 47c; copper, No. 12, 50½c, assorted, No. 8, 44½c, and No. 10, 48c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—List has advanced $1 per dozen on all spades, shovels and scoops.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 per cent.

Blocks—Steel blocks, 35; wood, 55.

Fittings—Wrought couplings, 60; nipples, 65 and 10K Ts and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9; 7-in., $9.75.

Tinware, Etc.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

Solder—Quoted at 27c per pound. Block tin is quoted at 45c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 71c; tarred 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66c; Buffalo, tarred, 69c.

Ammunition—Etc. — Cartridges, rim 50 p.c.; pistol sizes, 25 p.c.; military, 20 p.c. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 44c per lb.; plain, 39c.

Iron Pipe and Fittings—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40. Nipples, 70 per cent.; unions, couples, bushings and plugs, 50 per cent.; malleables, 20 per cent.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment— it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co.
Limited
PAINT MAKERS
WINNIPEG and CALGARY

MALTHOID READY ROOFING

A Fire Resisting Roofing Adapted for all Classes of Roofs, Besides Being Climatized for the Severity of the

WESTERN CLIMATE.

FOR SALE BY ALL RELIABLE DEALERS.

The Winnipeg Paint and Glass Co.

WINNIPEG ***Limited*** ***CALGARY***

THE AMERICAN HARDWARE STORE

IS A

PRACTICAL CHRISTMAS GIFT

From the Merchant to His Clerk

Everyone appreciates a book, but when it is one filled with valuable information and instructions relating to his work and vocation, the gift is doubly appreciated. Inasmuch as this work educates the clerk in regard to Store Equipment and Store Management—in fact, gives him information that he could not obtain in years of experience—he is infinitely more valuable to his employer. Consequently YOU SHARE in the BENEFIT derived from $3 so wisely invested.

Each of the 62 Chapters in this book deals exhaustively with such subjects as General Arrangement, Office Shelving, Counters, Show Windows, Signs in the Store, Farm and Garden Tools, Paints, and 55 other subjects of equal importance.

To present a young man with a copy of this book is to help him to succeed—to make him capable of doing BETTER and QUICKER work. The possibility of receiving it is an incentive to him, while the reading of it makes him take a keener and more intelligent interest in the store and its appearance—he will thus aid in INCREASING YOUR BUSINESS.

Take advantage of our Christmas suggestion and

ORDER AT ONCE

Price $3.00 Postpaid—Orders payable in advance.

MACLEAN PUBLISHING COMPANY, Technical Book Dept., **10 Front St. E., Toronto**

Lead Pipe—Market is firm at $7.80.

Tin Plates—IC. charcoal, 20x28, box, $10 ; IX charcoal, 20x28, $12 ; XXI charcoal, 20x28, $14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50 ; 20x28, $3.80 ; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c ; solar red engine, 30c ; Atlantic red engine, 29c ; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c ; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c ; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 70c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

NEW FENCE WIRE.

A new automatic locking device recently invented by James Munro, of the Munro Steel & Wire Works, Winnipeg, is attracting favorable attention in the West. The construction of the new fence is simple, the horizontal wires are strung in the usual manner and the uprights, which are made with a loop, are locked to the fencing by a single blow from a tool constructed for the purpose.

LOCK WITH ONE KEY HOLE.

A new lock, the invention of P. H. J. Kraulder and P. Kraulder, jr., New York, has appeared on the market. The new lock is operated only on one side, and has but one key hole. An advantage over other models consists in the fact that it cannot be operated on the outside, and also prevents seeing into a room, as is the case with locks having key holes on each side.

PRIZES FOR BEST WINDOW DISPLAYS

Two prizes of $5 each are offered for the best holiday window display sent in before January 1, 1908. The display must be made up of goods usually carried in a Hardware stock, and samples of ads. appearing in the local papers should accompany the photos. The editor will also pay $1 for the best dozen or more photos accepted for publication, so competitors should not endeavor to get cheap photos. Several photos had to be rejected last year for this reason. A brief description of how the display was constructed, with some information regarding results secured in sales of articles displayed, should also be sent with the photos.

How Prizes Will Be Divided

One of the prizes will be given to the winning competitor in a city of 25,000 or over and the other will be awarded for the best photo sent in by a hardwareman or clerk in a town or city of less than 25,000. In this way the dealers in the smaller towns will not be competing against the large city stores which have the most modern windows, lighting fixtures, etc.

Clerks who gain a reputation for good window displays will find the honor of winning this competition of greater value than any monetary prize we could offer. The opportunity presented should not be neglected. Prepare at once to arrange a display and send us a photo of the window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR HOLIDAY ADVERTISE MENT

The editor of Hardware and Metal offers a prize of $5 for the best advertisement of hardware articles published in a Canadian newspaper during the month of December.

Advertisements must be devoted to the sale of Christmas Goods, such as cutlery, sporting goods, household articles, sets of tools, lamps, silverware, shaving sets and any specialties sold by hardwaremen during the holiday season. Preferably the ads. should be from one to four columns in width rather than full page size, in order that each competitor will be on an equal footing.

Get Your Printer to Help

While the writing of the ads. must necessarily be done by a hardware merchant or clerk, the arrangement of the matter can be done by the local printer. Too often both merchant and country publisher neglect to give proper attention to the modern and attractive display of advertisements. Poorly set ads fail to bring the merchant proper returns and the merchant gets to look upon his ad. appropriation as a charitable contribution to the publisher. Both merchant and publisher are losers.

Ask your local publisher to cooperate in getting up a series of Christmas business bringing ads. and send in one or all of the series. The prize is worth getting but the experience is worth more than the prize.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR BEST SELLING PLAN

During the coming holiday season much will depend upon the methods of displaying goods, of arranging the store interior, of putting together some novel display fixture or table for the display of special lines, or of devising some original advertising scheme to sell goods. Every merchant should encourage his store assistants to put their brains to work to figure out special plans which will help to clean out the holiday goods in stock as early as possible. It might even be worth while to offer a prize for the best suggestion made by any of the store staff.

Prize of Three Dollars

Some merchants have adopted a "Children's Day" to interest the young folks, while others have had contests, with a large doll for a girl or a magic lantern for a boy. Still another plan is the distribution of checks good for ten or twenty-five cents on holiday goods of a certain value purchased at the store.

Take a photo of the special interior display, send us a copy of the printed matter or a description of the selling plan and forward to the Editor before January 1, 1908. A prize of Three Dollars will be given to the hardwareman or clerk who sends in particulars of what the editor considers the best and most original selling plan for holiday trade.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Bolt and Nut Catalogue.

The Toronto Bolt & Forging Company, Toronto, have recently issued an attractive catalogue describing their makes of bolts, carriage hardware, etc. The book is handsomely arranged, each department being illustrated and prices given in full.

The new catalogue is well illustrated and compiled with care, the sizes with the price of the various article appearing beneath each illustration. A feature of this catalogue rests in the fact that it contains a standard list of carriage hardware, recently compiled. Bolts required in the manufacture of bridges, breakwaters and railroads are also dealt with in the new book, which contains nearly two hundred pages of engravings and information which will prove an aid to the prospective buyer. The catalogue will be mailed on request by mentioning this paper.

Taps and Dies.

The American Tap and Die Co., Greenfield, Mass., have recently published a fine catalogue, displaying the products of their two factories. The American Tap and Die Company, manufacture the "Nicholls Bros." brand of knives, cutlery, saws, etc., and also the "Adamantine" Screw Plates, Taps, Dies and Pipe Tools.

Nicholls Bros. have been established over a quarter of a century and their new catalogue points out the fact that the products formerly known as the Nicholls Bros. brand will remain staple in every sense. J. H. Nicholls is president of the new company and W. E. Nicholls, treasurer. Mention this paper if a catalogue is written for.

Dominion Cartridges.

The Dominion Cartridge Company, Montreal, have issued a handsome booklet, describing at some length the products of their factory.

The company manufacture all varieties of rifle and pistol ammunition used by sportsmen as well as primers which are easily adopted to the use of any standard make of rifle. These primers will this season be put up in explosion proof boxes of 100 each, in addition to the old method of packing 250 in a metallic case. Dominion cartridges are well known all over the Dominion and for the trade of 1908 the company intends making several new sizes of shells to meet the ever increasing demand of the trade, including the following: 22 automatic smokeless, rim fire. Centre Fire: 32 S. & W. smokeless; 32 Colt automatic, metal cased, smokeless; 38 S. & W. smokeless; 38 S. & W. special; 38 Colt automatic, metal cased, smokeless; 44-40 smokeless; 32-40 metal cased and soft point smokeless; 38-55 soft point and metal cased high velocity, smokeless; 30 U.S. Army metal cased and soft point high velocity smokeless. The catalogue will be sent to dealers on request by mentioning this paper.

Paint Salesmanship

PAINT salesmanship is easy or difficult—according to the paint you are selling. Quick and ready sales can be made with Sherwin-Williams Paint, Prepared (S. W. P.) in any painting season. Paint salesmanship with it is easy because its points of excellence are convincing, its high quality recognized and its reputation established. The dealer who stocks with

SHERWIN-WILLIAMS PAINT, PREPARED,

can have the paint trade of his locality. He need only go after it with our good advertising helps, backed by his own salesmanship.

We would like to hear from dealers who find paint salesmanship difficult—who have a slow-selling paint.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St, Toronto, and Winnipeg, Man.

258

WHY?

Why is the **BUSY MAN'S MAGAZINE** the best publication in the magazine field?

Simply because each issue contains in addition to its original articles, the Cream, the Choicest and Best articles appearing in all other magazines and periodicals.

Take your favorite magazine, pick out the articles that interest you, then turn to the Busy Man's and you will find that these same articles appear in it.

Not only do the best articles in your favorite magazine appear in Busy Man's, but the live, up-to-date ones appearing in SCORES of publications which do not come your way.

Think of how interesting, entertaining and instructive this many-in-one magazine must be. Not a dull page in it; every page SELECT.

It is so interesting that not one per cent. of our thousands of readers discontinue their subscriptions. A post card giving us your address will bring you the unsolicited testimony of dozens of our readers.

We will send the Magazine till January 1st, 1909 (14 issues) for $2, the price of one year's subscription. This offer only holds good while the Christmas Number lasts.

Send us your order to-day

The Busy Man's Magazine

TORONTO

Practical Talks on Warm Air Heating

The Eighth of a Series of Articles by E. H. Roberts.

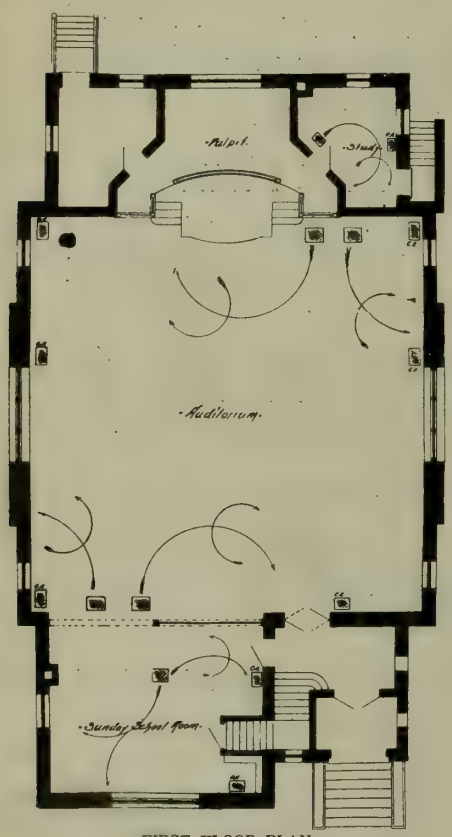
Warm Air Heating for Churches.

Readers will perhaps remember a previous article on church heating, where a warm air plant was described in which heat was supplied to two rooms in the basement as well as to the auditorium on the first floor, and instead of using cold air return ducts from auditorium, the air was circulated back through basement rooms.

The plant described in this issue is somewhat similar to the one just mentioned, but here the building is larger and two furnaces are required instead of one.

Two Important Points.

In judging the merits of a plant such as is here shown there are two



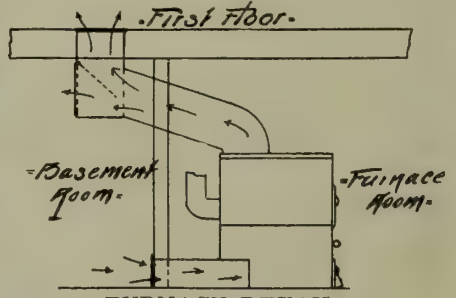
FIRST FLOOR PLAN.

important points to consider; first, efficiency, and, second, the cost of installation and maintenance. To secure the greatest possible efficiency, a warm air plant should be so arranged that there is a rapid circulation of the air; the warm air pipes should have ample capacity and the greater their elevation the better. A furnace with the warm air conection directly above will do more work than it would with several warm air pipes connecting with registers some distance away, because the circulation of the air is much more rapid with the direct connection and there is less loss by radiation in basement. However, it is not always possible or even desirable to place the warm air register directly over the furnace, but it is a good rule to always make the warm air pipes as short and with as much elevation as is possible.

Short Warm Air Outlets.

Both furnaces shown here on the basement plan have very short warm air outlets and the same pipes that conduct the heat to the auditorium are used to throw the heat into basement rooms. This is accomplished by using a deep, square register box provided with a valve hung as shown on detail drawing, so that the heat can all be thrown into either the basement or to the first floor or proportioned between the two, as may be desired.

The cold air supply is a very essential factor in warm air heating and on this plan we have indicated all inside circulation. It would be an easy matter to arrange an outside air duct for either or both furnaces, but under all ordinary circumstances outside air is entirely unnecessary for a church of this size. The building altogether con-



FURNACE DETAIL.

tains nearly 100,000 cubic feet of air, and while the furnaces are in operation this air is in constant circulation, so that with a congregation of 1,000 persons, each one would be supplied with 100 feet of air during the services, not counting the air that is sure to find its way into the building through doors and around windows.

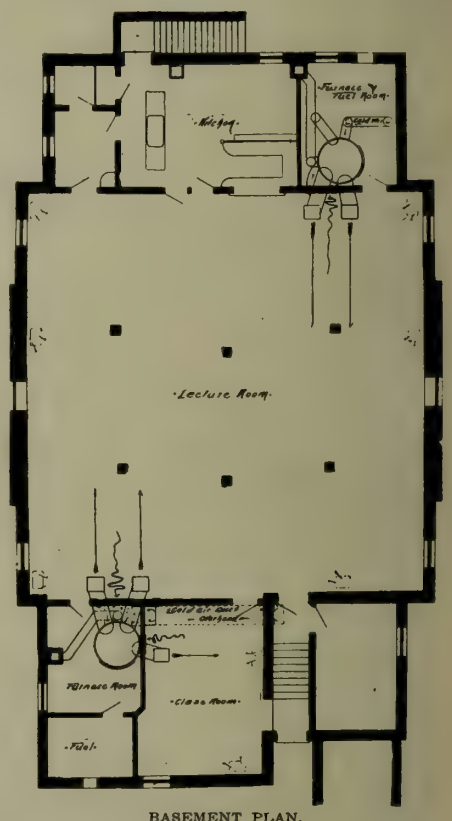
In view of these facts it is very apparent that to take any of the air supply from outside would be only a waste of fuel and an additional expense.

We have shown no air ducts through basement auditorium and none are necessary, because the air which is returned from the auditorium can pass through the lecture room and class room in basement just as well as through small ducts, and with much less friction. Moreover, this returned air helps to warm the basement rooms and ensures warm floors in the rooms above.

From the auditorium and from the class room in front of basement are indicated galvanized cold air shoes, connecting these rooms with furnaces and the openings to cold air shoes should be covered with grilles or register faces set in baseboards.

The Gallery.

While considering the subject of cold air circulation for this church, account must be taken of the gallery, located just above the Sunday school room. There will be no difficulty in getting heat to this part of the building, but unless there is some provision made for taking the cold air out of gallery, it can only escape by following the gallery floor to the front railing and dropping into auditorium, thus tending to create unpleasant drafts of air on those below.



BASEMENT PLAN.

The entrance to gallery is by means of a stairway from first floor hall, and by placing a cold air face in the corner of this hall on first floor and using an overhead duct along ceiling of basement class room, the cold air can be circulated from the gallery down the stairway at the rear and through hall and overhead duct to the perpendicular shaft connecting with furnace casings.

To Heat Basement Room Alone.

The cold air registers in the auditorium floor should be provided with valves to close and when it is desired to heat the basement room alone, the cold air can be taken from the base-

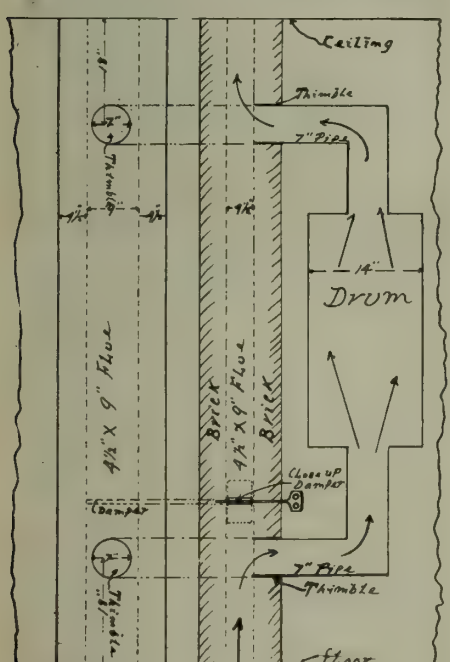
ment entirely and the warm air from the furnaces can be thrown into basement by raising the valves in the register boxes.

It is not probable that it will ever be desirable to heat the church auditorium without heating the basement rooms, but if it should the cost of raising the temperature in the lower rooms to the extent that will result from returning the air through them will more than offset the increased comfortableness of the auditorium due to warmer floors and the more rapid circulation of the air, made possible by using the direct cold air connections to furnaces instead of ong and circuitous air ducts.

It is very apparent that by using short warm air connections such as are here shown instead of long ones and by doing away with cold air ducts in basement, the cost of materials and the labor of installation is very considerably reduced, while the efficiency and simplicity of the plant is greatly increased. In the matter of fuel economy also there is a considerable gain over the ordinary warm air system and the rapid circulation of the air is calculated to add materially to the life of the furnaces.

HEATING ECONOMY.

There is a great deal of heat goes to waste up the chimney, writes W. C. Stevenson, in the National Builder. To prove this fact, just go up to the top of the chimney and warm your hands.



Heating Room With Drum.

In a number of cases a room can be kept very comfortable by utilizing this waste heat, the only requirement being that the chimney passes through the room to be heated. At Fig. 1 is shown the front view of the chimney, the dotted lines showing the flue, which is 4½ x 9 inches. At Fig. 2 is shown the section of chimney, which shows the 4½-inch way of the flue. At Fig. 1 we see a 7-inch pipe, thimble put into the chimney 18 inches from floor to centre of thimble, also one 18 inches from ceiling, and just above the lower thimble we have a damper in the chimney flue hung on a bar projecting through the chimney on the room side, with a hand piece on it. This damper can be opened and closed at will just as easily as a pipe damper.

Now, the idea is to connect pipes to the chimney at both thimbles and have a sheet iron drum between, as seen at Fig. 2, and by closing the damper in the chimney you force the smoke and heat around through the drum as indicated by the arrow points. This arrangement will heat very comfortably a good sized room, and can be attached to the chimney for about $5. It will more than pay for itself in one season. A damper may be put in the pipe above the drum, to be used at times when the winds are high, causing more draught.

SURVIVAL OF THE FITTEST

Our "Manitoba" pattern in

"Metallic" Sidings

continues to lead for Elevators, Warehouses, Factories, and our Brick and Stone patterns for Stores, Dwellings, etc.

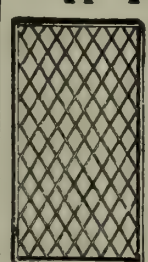
Easily sold, readily handled, and reasonable profit and remember

OUR DEALERS ALWAYS PROTECTED.

Prompt Shipment. Right prices.

THE METALLIC ROOFING CO.
OF CANADA, LIMITED
Manufacturers Established 22 years
TORONTO AND WINNIPEG

"If It's Made of Wire We Make It"



Let us quote you when in need of
Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.
We have a splendid selling line of
Spark Guards and Fenders.
Illustrated list sent on application. "Write; and let us get acquainted."
The Canada Wire Goods Mfg. Co., - - Hamilton, Ont

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

The Minster Myles Shoe Company, Toronto, will erect a factory to cost $30,000.

The Canadian Portland Cement Co. are erecting a large plant for the manufacture of cement at Welland.

The plant of the Canadian Asphalt Paving Company, Ottawa, was damaged by fire to the extent of $1,500.

Fire did damage to the plant of the Beck Box Manufacturing Company, Toronto, to the extent of $5,000.

At the annual meeting of the Robertson Machinery Company, Welland, H. D. Hooker was elected president and G. Wells, secretary.

The factory and dry kiln of the Rat Portage Sash and Door Company, Winnipeg, was destroyed by fire, the loss amounting to $150,000.

The International Automatic Lifeboat Company has been organized at Rexton, N.B., and will manufacture lifeboats. The capital of the company is $350,000.

The Canadian Northern Railway will erect a foundry and power house at the Fort Rouge, Man., shops. The foundry will cost $30,000 and the power house $20,000.

Owing to the scarcity of money the mica factories in the country around Ottawa have closed down entirely. In the city the mica factories have reduced their staffs, one of them having let out 50 girls.

The Bissell Carpet Sweeper Co. have removed from Toronto to Niagara Falls Ont. They have purchased a new factory building, commodious and of mill construction, which will admit of considerable expansion.

The Steger Canadian Sand-Lime Brick Company are arranging for the installation of their plant at Vancouver, B.C. Machinery is being installed and the firm will be ready to fill orders for those intending to build next spring.

At the preliminary meeting under the winding up order granted the Canada Radiator Company of Lachine, Que., Alexandre Desmarteau, accountant, of Montreal, being the liquidator, five inspectors were appointed to inquire into the affairs of the company. The inspectors are: James L. Waldie, secretary-treasurer of the Montreal Rolling Mills; James T. McCall, of Drummond McCall, Montreal; John A. Richardson, manager of the Imperial Bank of Canada, Montreal; A. McLaren, secretary to Senator Robert Mackay, and O. Constantineau, banker, of Montreal. A statement of the affairs of the company will be issued in due course.

Municipal Undertakings.

A by-law will be submitted to the ratepayers of Hamilton for $225,000 for a lighting plant.

G. S. Hanes, city engineer, Windsor, is preparing plans for the construction of a number of new sewers.

A by-law will be submitted to the ratepayers of Kingston, Ont., for $15,000 for a stone crushing outfit.

The American-Canadian Oil Company, Morinville, Alta., wants to supply that town and Edmonton with natural gas.

The Ontario Railway and Municipal Board has approved a by-law of the town of Wingham, Ont., for $1,800 for waterworks extension.

Collingwood has applied to the Ontario Municipal and Railway Board for the confirmation of a by-law to raise $3,800 for waterworks extension.

Moncton, N.B., Board of Trade passed a resolution granting the Higgins shoe factory, now located in Yarmouth, N.S., a bonus of $15,000, free water and tax exemption.

Application has been made by the municipality of Parry Sound to the Ontario Railway and Municipal Board for confirmation of a by-law authorizing the extension of the electric light and waterworks.

Railroad Construction.

The C.P.R. hope to have their line between Toronto and Montreal double tracked by December, 1908.

The branch of the Spokane and British Columbia Railway between Spokane and Republic will be constructed next year.

The C.P.R. will electrify its South Kootenay branch in an effort to recover the coke, coal and ore haulage to the States.

The new addition to the car works of the Grand Trunk shops at London, is nearing completion. When it is running it will employ 200 hands.

By accepting the terms of the Grand Trunk Railway, Barrie, Ont., will acquire an addition to its industries. The railroad proposes to locate the shops for the northern division at that point.

The outlook for the steel trade of Canada is very bright. It has been estimated that 380,000 tons of rails will be needed to supply the Canadian roads during the coming year. About 60 per cent. of the above will be manufactured at the Canadian Soo, the rest will come from Nova Scotia steel plants.

Building Notes.

A new postoffice will be erected at Welland.

Thos. McIllwaine, Toronto, will build two dwellings to cost $6,000.

G. E. Alexander, Toronto, will erect two dwellings to cost $6,000.

The Convent School, Belleville, was destroyed by fire, loss $25,000.

Building permits to the value of $85,800 were issued by the city architect, Toronto, from November 19 to November 23.

The contract for the alterations to the Toronto postoffice has been awarded to G. Henry, Toronto, the contract price being $20,000.

Companies Incorporated.

The Rugg Ball Manufacturing Company, of Waterville, Que., has been incorporated, with a capital of $20,000 divided into two hundred shares of $100 to manufacture and sell articles such as hand rakes, snow shovels of steel or wood, delivery crates, hoe, fork, broom, axe and implement handles, and turned stock of all kinds and descriptions, and to carry on agencies and stores for the disposal and sale of such articles. In the notice of incorporation, Joseph Rice Ball is described as a manufacturer of Waterville, and Francis Amos Rugg as a manufacturer of Greenfield, Mass.

The Harwick Oil & Gas Company, Limited, Chatham; capital, $100,000: To manufacture and deal in petroleum, oil, gas and their products. Directors: G. W. Bowie, A. E. Campbell, Detroit, and J. W. Cuthbertson, Tilsonburg.

A new foundry company has been incorporated at St. Johns, Que., under the title of the St. John Foundries, Limited. The concern has a capital of $30,000 divided into three hundred shares of $100, and has been formed, among other things, to purchase the foundry of Valmore Poulin, St. Johns, to carry on generally the business of founders and moulders, and to prepare for the market metals and metallic substances. The notice of incorporation gives the names of Joseph A. Nadeau, Iberville, G. C. Poulin, dealer, J. A. Gagnon, manufacturer. Ulric Demarais, merchant tailor and Gregoire Guillett, notary, all four of St. Johns.

WILCOX COMPANY ASSIGNS.

The Wilcox Manufacturing Company of London, Ont., manufacturers of builders' hardware, went into forced liquidation this week. The company organized three or four years ago with an authorized capital of $250,000, of which amount about $100,000 was paid up.

Arthur E. Dyment, Barrie, was the president; Thos. Baker, London, vice-president; Charles E. Santo, manager, and W. E. Wismer and Dr. A. Santo, directors.

The firm employed between fifty and one hundred hands and always paid good wages. Business was brisk and only a few weeks ago the firm began the erection of an addition which would have doubled its capacity. It was said at the time that the firm had orders which would keep it busy for a year at least. The great volume of business being transacted required the use of a large amount of capital, and when the money stringency became acute, the Wilcox people found it impossible to go ahead.

A call was sent out to the stockholders, asking them to pay up. Mr. Dyment had subscribed for about $37,000, and Mr. Baker for about $20,000. These gentlemen, with Mr. Wismer, refused to pay up, and the company went into liquidation. It is understood that liabilities are about $50,000 in excess of the subscribed capital.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO. Limited

MONTREAL

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO. Limited.

HAMILTON ONT.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co. MONTREAL, QUE.

or to

Canada Iron Furnace Co. MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

AND SIEMENS-MARTIN

OPEN HEARTH STEEL

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

We advertise our revolver on a national scale. It is never sold by mail where a dealer will handle it. And we guarantee the goods. Be sure of the owl on the grip and our name on the barrel.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

M.R.M. CO.

HORSE SHOES

are made from a superior quality of Iron which is worked under a powerful steam hammer, this being the best known method of ridding Iron of its impurity.

For uniformity of material, shape and finish, our shoes have achieved an enviable reputation, and are used and asked for by the leading farriers all over the country.

MADE BY

THE MONTREAL ROLLING MILLS CO.

Modern Conveniences for Farm Homes

The Sixth of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C.E.

Sub-surface Irrigation.

It has already been explained that only the upper layer of the earth contains air enough to allow of the bacterial action necessary for sewage purification, and also that nature has her limits and must not be overworked; hence, there must be an intermittent application of the sewage or the process of purification will cease altogether. Although the sanitary results would be accomplished by surface irrigation the character of the soil may allow and the requirements of the family demand the distribution to be beneath the surface.

To secure subsurface disposal 3-inch agricultural draintile are laid with open joints, the bottom of the tile coming within 8 to 12 inches of the surface of the ground. These drains should be laid nearly level or with a very slight fall, say 2 inches in 100 feet. If too steep the lower part of the field can be flooded. The ground should be naturally or artificially so well drained that water will descend through it readily, and porous enough to admit the air. If the subsoil is not porous enough to remove all the water settling through the upper layers it should be underdrained by lines of 4-inch tile spaced from 25 to 40 feet apart. If a suitable outlet can be had these underdrains will do better work if placed 5 feet below the surface, although 4 feet will answer. The outlet should run perfectly free.

The most suitable soil is a sandy loam, while clay and peat are the most unsuitable; although heavy clays can be used, where nothing else is available, by good underdraining and by filling the distributing trenches, after laying the tile, with sand, gravel, or fine cinders. The drainage will improve with time and the soil be able to purify an increased amount of sewage. The length of tile required for distributing the sewage will depend upon the porosity of the soil. For a porous soil 1 foot of tile for each gallon of sewage should dispose of the liquid. If the soil is heavier the length must be increased. For clay there should be at least 3 feet of tile per gallon.

Different Methods Illustrated.

Figures 13, 14, and 15 show different methods of laying out these drains, depending upon the slope of the ground. In Fig. 13, the double-chambered tank is located in the side lawn about 70 feet from the house. A 4-inch vitrified sewer-pipe line, laid with cemented joints, connects the flush tank of 300 gallons capacity with the gate valve (Fig. 16), and two distributing lines of 3-in. draintile, each about 450 feet long, are connected to this gate valve. The character of the surface determined the direction the lines should take to give them the very slight fall required. The joints were first covered with paper to keep the dirt out of the tile until the soil became compact. The trench was partially filled with crushed stone, after the tile had been laid, to increase the porosity of the soil, and then completely filled with earth and the sods replaced. (See Fig. 17.) At the end of each branch a little pocket of stone was placed. This system was designed to have the flush tank empty about every twenty-four hours. The distributing systems were to be used alternately, a week at a time. The gate used to change the flow from one line to the other was operated by hand, being swung from one side of the cast-iron cylinder to the other, which took about one second of time. By this means one drain is given a complete rest of a week to allow the purification of the soil.

Four and one-half cents a foot was paid for this draintile, and the price paid for the gate valve was $10, making the material for this subsurface system cost $46.50.

Fig. 14 shows another subsurface system. The settling chamber and flush tank are located about 40 feet from the house. There is an advantage in placing these as close to the house as practicable. If there is any tendency for sediment to collect in the sewer, the shorter this part of the system is made the less chance there is of trouble from the stopping up of the sewer. If the system is in good working order there should be no odors. The distributing system was located in a very steep side-hill, which accounts for the method of laying the drains so as to have the branch lines of about the same length, and the average fall not much more than 2 inches in 100 feet. The 6-inch sewer pipe is laid with cemented joints, with a fall of 4 inches to the 100 feet each way from the dividing chamber. To completely empty the 6-inch sewer-pipe the 3-inch drains should connect with the 6-inch pipe at the bottom, as shown in Fig. 18.

A subsurface system adapted to level ground is shown in Fig. 15. The two underground tanks are used for the sewage and a separate chamber is provided for the siphon. These tanks are placed within 15 feet of the house. As nothing is visible except the iron cover of the tanks and the system is watertight to the place where the disposal

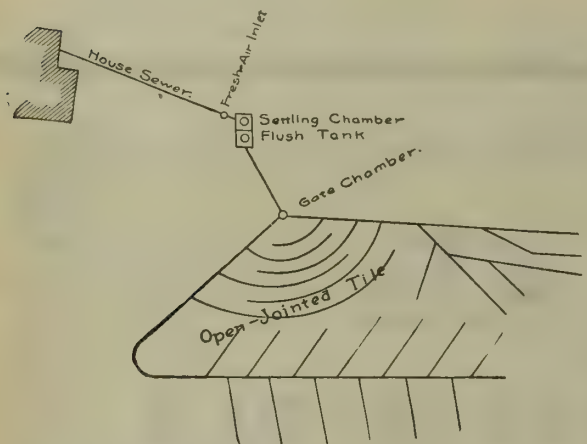


Fig. 13.—Subsurface Irrigation for Sloping Ground.

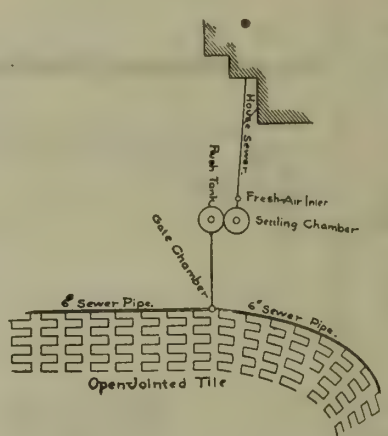


Fig. 14.—Subsurface Irrigation for Steep Hillside.

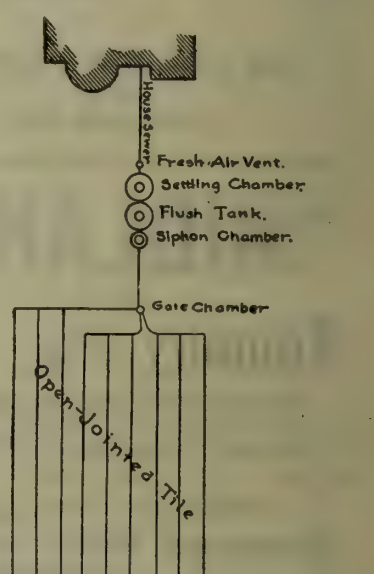


Fig. 15.—Subsurface Irrigation for level Ground.

tiles are laid, there is no sanitary reason that would require an increased distance. The tile lines are divided into three series leading from the gate chamber, so that the ground utilized by two lines is given a complete rest while the other line is in use.

Disposal by Filtration.

Filtration is only a more copious irrigation. The principle of purification is the same. The sewage must still be applied intermittently to allow of the renewal of the oxygen in the filter, and a preparatory treatment to remove the coarser organic matter is necessary to prevent deposits upon the surface of the filter beds. An increased quantity

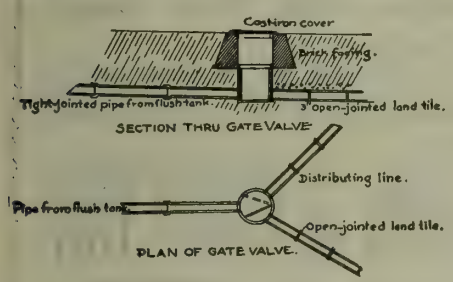


Fig. 16.—Plan of Gate Valve.

of sewage will be purified if the surface of the filter is raked over to the depth of an inch every week. Filters 2½ feet deep require more attention than those of greater depth, but with proper care they serve their purpose well.

A sand filter becomes more effective the longer it is in use, if the surface is kept in good condition. For a family of five, a filter bed with a surface of 200 to 400 square feet should give an effluent that is clear and odorless. Smaller beds can be used, but it means more care in keeping the filters clean and free from clogging, especially in winter. The filtering material should be 3 to 5 feet deep and should be well under-drained. The experiments carried on at Columbus, Ohio, indicate that the best preparatory treatment to be used with fil-

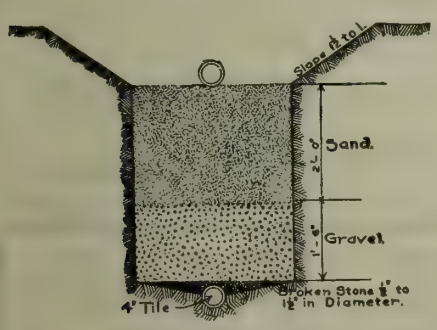


Fig. 19.—Section of Filter Bed.

tration methods was afforded by the septic tank, which would hold an 8-hour flow. From these experiments it would seem that the capacity of the flush tank could be reduced at least one-half if a filter bed was to be used instead of a subsurface irrigation. A section of a filter bed is given in figure 10.

To secure an even distribution over the entire surface of the bed, a 6-inch galvanized roof gutter, pierced every 3 inches with ¼-inch holes, could be laid on the surface extending the entire length. Four-inch drain tile laid with open joints could be used, or a wooden trough having openings every two feet on each side.

Surface Irrigation.

The sewage of a house that has a complete water carriage system is not offensive at first, because the organic matter is so small a percentage of the entire amount. If the liquid wastes can be discharged upon the surface of the ground without undue retention, this method of disposal will be without offence and entirely effective. Where plenty of land is available it is by far the cheapest and simplest method that can be used. A series of outlets should be provided to avoid saturating the ground and as in subsurface irrigation, the application should be intermittent. This is obtained by the use of a flush tank discharging automatically by means of a siphon into a pipe leading to the disposal ground. The number of outlets will depend upon the slope of the ground and the amount of the discharge, but it is well to have three groups of outlets to be used in succession, allowing several discharges upon one field before the gate is changed to bring another group into use. A gently sloping surface of grass land is adapted to this form of disposal without any previous preparation, except the placing of a small platform of stones or brick laid close together at each outlet to prevent the washing away of the earth and aid in spreading the flow over a greater area. The flush tank should be designed to discharge in from twelve to twenty-four hours by means of an automatic siphon.

It must not be expected that once a system is installed there is nothing more to be done. Any method of disposal will require a slight amount of regular attention, but the results will amply compensate for the time and the money expended. Every part of the system, including the siphon, needs attention and occasional cleaning. Of all methods devised by the sanitary engineer for purifying sewage its application to land has secured the best results. While this method cannot be used by many cities on account of the impossibility of securing a sufficient amount of suitable land, it is especially adapted to the needs of the farm.

Disposal of Garbage.

It is the regular taking care of the little things that advances housekeeping to a fine art. The more promptly and regularly all refuse of the household is harmlessly disposed of the better for the healthfulness and comfort of the home. If the ashes are kept free from organic wastes they can be used to advantage on the garden walks or to fill up low places. When taken from the stove or furnace they should never be stored in wooden boxes or barrels or in a fixed ashpit, but in a galvanized can, not too large to be easily emptied, that is fitted with a tight lid. Many serious fires have been started from the inexcusable carelessness of using a wooden receptacle for ashes.

The kitchen refuse from the prepara-

Fig. 18.—Distributing Tile Connection.

tion of the food can be saved for the pigs and chickens. It should be collected in galvanized iron pails furnished with tightly closing covers to prevent exposure to the sun and to avoid flies. These pails should be washed and scalded each time they are emptied, and once a week, especially in summer, they should be rinsed with carbolic acid—a teaspoonful to a pint of water. Whatever cannot be used in this way should be dried and burned.

Things that the junk peddler will take (old tin, iron, leather, rubber, etc.) should be cleaned and stored in sacks in a dry outhouse to await his next visit. No damp or decaying rubbish should be left in dark or out-of-the-way places.

IMPROVED PIPE HANGER.

W. D. VanBrunt, Southampton, N.Y., has patented an improved split pipe hanger, adapted for attaching a pipe to a wall or other support. The hanger is of very simple but strong construc-

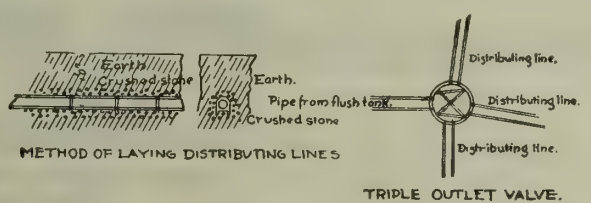


Fig. 17.—Method of Laying Distributing Lines.

tion, and may be conveniently adjusted to support the pipe. It consists of two parts, one adapted to fit under the pipe and the other over it. Both parts of the hanger are stamped out of sheet metal, bent to U shape in cross-section. The U-shaped walls of the inner member of the hanger are adapted to snugly fit within the walls of the outer member. Both of the members are provided with foot extensions at each side, and on the extensions of the inner member prongs are formed, which are adapted to be driven into the support. In addition to this, the inner member is held in place by nails driven through the extensions. After the pipe is seated on the inner part the outer member is fitted into place and fastened with a couple of screws which pass through the foot extensions of both parts. When desired the outer part may be readily removed without disturbing the position of the inner part. Owing to the simple form of the two members, the hanger can be economically manufactured and the U-shaped form of the stock renders it very strong.

A Paint Catechism

By G. B. Heckel.

What is an "inert pigment?" An inert pigment, properly speaking, is a chemically stable solid substance used as a component of paint—one which neither acts upon nor is acted upon by any other constituent. In this sense lamp black, graphite, carbon black, lead sulphate, smalts, etc., are inert pigments. Commonly, however, the term is applied to certain white or colorless substances added to white or colored paints for various technical purposes; especially to form the solid base on which staining colors are to be precipitated (as in the chemical lakes), to decrease the preponderance of chemically active pigments in the paint film (as where barytes or silica is added to basic carbonate white lead), to limit the excessive spreading power of a paint and thus to increase the thickness of the paint film, and to give it "tooth" (as where barytes or silica is added to zinc oxide paints).

The word "inert" has come to be used in connection with these pigments, because speaking generally and in a broad sense, they have the great advantage of being chemically stable or "inert" and not attacking the color or destroying the life of the vehicle as in the case of carbonate white lead. A more practical definition of "inert" or sub-pigments would be to state that they comprise a class of materials, each one of which possesses all of the valuable qualities of the true pigments less one or more qualities; as, for instance, an inert pigment may possess covering power, proper performance in the vehicle, absolute chemical stability or inertness, the maintenance of tone while reducing the strength of color, and yet while being deficient in great obscuring power or opacity as compared with white lead, for instance, this one drawback of inferior opacity will be more than offset by the peculiar qualities and advantages to the resulting paint which are entirely lacking in white lead and cannot be procured therefrom. Therefore the manufacturer can obtain all the necessary obscuring power by a proper proportion of true pigments and gain the peculiar and equally important advantages from the use in addition of such a sub-pigment.

27. Which are the Inert Pigments in Common Use? Barium sulphate (Barytes, blanc fixe, permanent white), silica (silex silicious earth), magnesium silicate (asbestus, asbestine pulp, talc), alumina (china clay, precipitated alumina, feldspar, kaolin), calcium sulphate (gypsum, terra alba) calcium carbonate (white mineral primer, Paris white, whiting, etc., etc.)

28. What is Barium Sulphate, Barytes, Blanc Fixe or Permanent White? Barium sulphate comes into paint manufacture under several forms dependent upon the method of preparation. Chemically it is a compound of an atom of the metal barium with one

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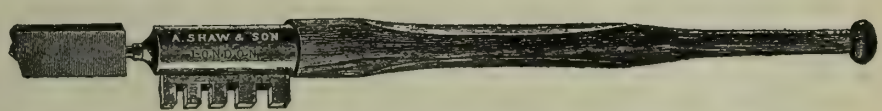

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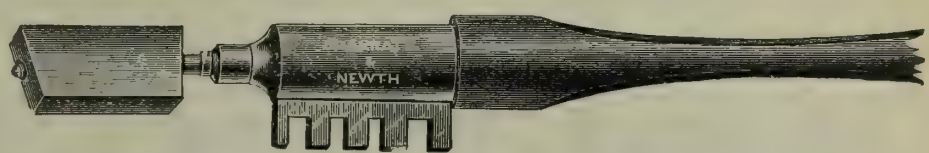

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molecule of sulphuric acid, the former replacing the two atoms of hydrogen normally existing in the latter. It is found as a natural product in many parts of the world, and is a usual accompaniment of lead and zinc ores. The principal sources of supply in this country are in Missouri, Arkansas, Tennessee and Virginia.

The process of preparation consists essentially in grinding, removing impurities in an acid bath, and thorough washing. The finer grades are further separated by water floating.

Precipitated barium sulphate, commonly known as blanc fixe or "permanent white," is produced by precipitation of a soluble salt of barium from solution by means of a soluble sulphate. The barium sulphate is thrown down as an impalpable amorphous powder. The method is similar to that for lithopone, except that the substitution product here remains in solution.

In the preparation of several of the more permanent lakes, barium sulphate is thus precipitated simultaneously with the "striking" of the color, the union of base and "stainer" being thus made more intimate.

(To be Continued.)

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 29.—A spasmodic rush has been experienced during the last few days owing to the severe wintry weather, which cautioned shippers that navigation is about to close, and higher freight rates may be looked for shortly. Considering the time of the year, general conditions may be said to be fairly satisfactory.

Linseed Oil—The market pendulum has moved to and fro in a slight degree, but not sufficiently to warrant any change in local conditions, and this staple article is being shipped in fair quantities. We continue to quote: Raw, 1 to 4 barrels, 60c; 5 to 9, 59c; boiled, 1 to 4 barrels, 63c; 5 to 9, 62c.

Turpentine—The stronger tone noted last week still continues, but local quotations remain unchanged; Single barrels, 71c; wood distilled turpentine, pure, 65c.

Ground White Lead—Cables indicate lower figures for pig lead, and local grinders are responding by lowering quotations 25c per 100 lbs. We therefore quote as follows: Government standard, $7; No. 1, $6.75.

Red Lead—This article shows a drooping tendency in sympathy with lower figures in pig lead, but it has not been affected locally so rapidly as in the case of white lead. Stocks are not over large. We continue to quote: Genuine red lead, in casks, $6; in 100-pound kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

Dry White Zinc—Some fair shipments are reported, but there is no new feature to note. Prices are as follows:—V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—The output is only light, and no difficulty is experienced in making sales at the following quotations: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—A good demand exists for varnishes, japans and hard oil finish. Staining and varnishing seem to be increasing in popularity, and makers are being encouraged by the growing trade.

Putty—There is a good call for putty from all parts of the country. The grinders are fully equal to the demand, and no delay is being experienced in making shipments. Prices remain as follows: Pure linseed oil putty, bulk, in 800-pound casks, $1.75; in 25-pound iron drums, $2.05; in 25-pound tins (4 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, Nov. 29.—Paint and oil business has slackened off to a considerable extent during the week, and the volume of orders received from traveling salesmen is not equal to that received for the final week in November of last year. When travelers return at the end of this week, on account of the falling off in trade, it is probable that the majority of local jobbers will not place their representatives on the road again till the beginning of the new year. A number of changes have taken place in the prices of various commodities during the week, and both jobbers and retailers show a tendency to keep stocks down to the minimum and to refrain from heavy buying until the market loses some of its present uncertainty.

Linseed Oil—Prices for flaxseed last week were about the lowest for the season, but this was only for one or two days and an immediate advance has taken place and seed has now again reached the figure where the Canadian crushers will have very little margin at present oil prices. As trade is a little dull in linseed oil the jobbers have reduced the price very materially to, if possible, awaken some new interest and put more life into the trade. For the last few weeks sales have been only for very small amounts and the present reduction is made with the hope of inducing heavier buying. We now quote: Raw, 1 to 3 barrels, 60c; 4 barrels and over, 59c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—The few orders which arrived during the week were of the sorting order variety, indicating that retailers are still buying from hand to mouth only. On account of the slackening demand the local price has been marked down to 70c in an endeavor to stimulate buying. With the improved condition of the financial situation in

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A HEART-TO-HEART TALK TO DEALERS

You are not in business for fun, but there is some fun doing business when sales are steadily on the increase and the goods go off the shelf before having a chance to become shop-worn.

There's a way to secure such a condition of things—a way that is making money for many paint dealers, and will make money for you if you will do as they are doing.

This is an age when to make business flourish you must advertise. You say advertising costs money; but suppose you handle goods made by a house that advertises the goods for you, and does it in a way that booms your business and brings trade right to your counter. Suppose your store should be advertised, and an attractive reminder of your business placed in the home of the best paint patrons of your community without costing you a penny—wouldn't it be to your advantage? Of course it would.

IF YOU ARE INTERESTED

in a proposition of this kind—if you want to increase your trade, build up a prosperous business, and make your store the center of the paint trade of your town—write and ask us to explain our methods, and let us show you how we help dealers who handle **Martin-Senour Paint** move the goods. We are doing it for others, we can do it for you. Let's talk it over. Write today.

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the United States, however, a slight improvement has taken place in the southern turpentine market. Though supplies are still plentiful the end of the season for producing has come, and, while no extraordinary advance is expected, it is thought by some that a slight advance will take place there in the near future. We now quote: Single barrels, 70c; 2 barrels and upwards, 69c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Varnish turpentine, 65c.

White Lead—Due to a considerable decrease in business during the week white lead prices, which have been fairly well maintained up till last week, have also been materially reduced. The new prices are: Genuine pure white lead, $7.15, and No. 1, $6.90.

Red Lead—The market is still very dull, but prices remain unchanged. We quote. Genuine, in casks of 500 lbs., $6.25; ditto, in kegs of 100 lbs., $6.75; No. 1 casks of 500 lbs., $6; ditto, in kegs of 100 lbs., $6.50.

Shellac—On account of the industrial retrenchment on the other side of the line, large supplies of shellac have been thrown on the market there, and, as shellac enters Canada duty free, prices here have taken a sharp decline. We now quote: Pure orange, in barrels, $2.35; bleached white, $2.55 per barrel; No. 1 (orange), $2.15.

Glass and Putty—The former continues in heavy demand, with prices unchanged. Putty sales are falling off and orders which have arrived during the week have been almost exclusively for sorting quantities.

Petroleum—A heavy business is being transacted for the last week in November. Prices continue firm, as follows: Prime white, 13½c; water white, 15c; Pratt's astral, 18½c.

NEW LID FOR PAINT CANS.

A can closure recently invented by J. A. Fleming, Paola, Kan., should prove of interest to the trade in general. In addition to serving its original purpose it may, owing to the construction of its lid, be reused as a bucket after the lid has been properly removed.

PAINT TRADE GOSSIP.

H. W. Benedict, formerly in charge of the sales department of the Standard Paint Company of Canada, Montreal, has been appointed general manager of the company.

A NEW WALL COVERING.

A new German invention is a wall covering, called Metaxin, which has the appearance of a silk fabric. The fact that by forcing dissolved wood pulp through fine openings and afterwards drying it in a certain manner a substitute for natural silk can be made forms the basis for the making of Metaxin. The threads surpass natural silk in brilliancy. The great importance of the new invention lies in the serviceable qualities of wood pulp. The stuff is laid upon a material specially suited for wall paper, such as paper, cotton and such like, and it soon forms a firm layer which has a bright, silky gloss, and is so thick that the material underneath cannot be distinguished. The silk layers adhere firmly to the material they are put on, and can not be scratched or rubbed off. It resists the effect of soda or any acid or alkali; like all wood pulp, it is absolutely proof against wet. The Metaxin takes any color and, having an entirely closed surface, has the advantage of not harboring dust or germs of disease.

SHELVING FOR PAINTS.

The hardware dealer who starts out with determination to increase his paint business will accomplish it. There is but one good reason why the paint department in any hardware store should lag, and that is because it is not given the attention it deserves.

After getting a good line of paints the first thing to do is to see that the stock is displayed right. That it is placed where it can be handled easily and at the same time makes a good appearance in the store. Make paints a distinct department in the store. Get the stock all in one place.

Shelving for paints should be built and arranged differently than shelving for almost any other line in the store. If the store is short on space, build the shelving to the ceiling and use a rolling ladder. No better plan for paint shelving has been devised than the box-like effect usually about square.—Hardware Trade.

A SELF-OPERATING WRENCH.

A wrench has recently been invented by A. S. Pearce, San Juan, Cal., the object of which is to save time and labor. The object of the inventor is to provide a wrench by means of which a nut may easily be removed from the axle of a vehicle. In operation the new wrench is fastened to a spoke by a clamp and grips the nut at the same time. The wrench is then operated by turning the wheel.

A NEW ALARM LOCK.

An improved alarm dead lock has recently been invented by M. Sheinman, New York. The object of the invention is to provide in connection with a lock a simple means for closing an electric alarm circuit, should an attempt be made to open the lock from the outside by means of a knife or other instrument.

HEAT TRANSFERRING APPARATUS.

A new heat transferring appartus has recently been invented in Italy by U. Croizat. The apparatus consists of a series of plates, formed with openings in the centre and provided with wide flanges. The plates are arranged to be nestled together and may be used as radiators in any place where it is desired to transmit heat from gases to liquids, or vica versa. The apparatus may be readily adapted to the use of the automobile or gasoline boat.

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THE CANADA PAINT COMPANY, LIMITED

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

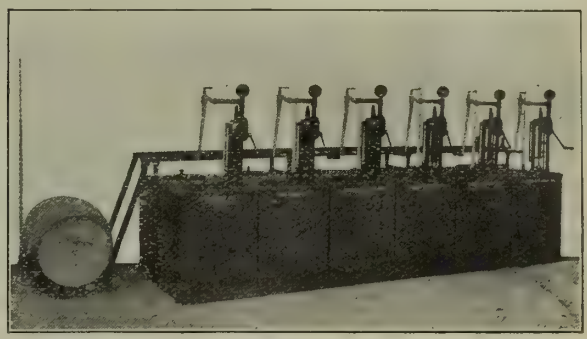
Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

Keep Your Oil Room Clean.



A Bowser Outfit will keep your oil room perfectly clean and neat, because it does away with leaky barrels and cans; dripping faucets and sticky funnels and measures.

The photograph illustrates six outfits suitable for any oils from the lightest to varnishes, shellacs, etc. Note barrel track and hoist for convenience in filling tanks. No matter whether you handle one or a hundred oils, an outfit of this kind will meet your needs.

Write for Catalog V—it tells more about the Bowser Oil Tanks.

S. F. BOWSER & CO., Ltd.

66-68 Frazer Ave., TORONTO

ESTABLISHED IN 1796

English **FALCON** Varnish

For all — Purposes

TRADE MARK

TRY OUR

"Aluminum Paint"

For Radiators, Hot Water Pipes and fancy Wood and Metal Work about the home.

Durable and easy of application. In tins of ½-pt. to 1 gal.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE **Imperial French Green** of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED **English Varnishes** of CHAS. TURNER & SON, LONDON.

A NEW LINE

We have been appointed Canadian representatives for the well-known

BARBERS' ASPHALT READY ROOFING
"GENASCO BRAND"

Your orders will receive prompt attention.

Our Own Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 29, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 13
Hallett'	0 13

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial,genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot..............	15 00	16 00
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz..................		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge......................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZEDSHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. .... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 50
Middlesboro, No. 3 pig iron..	20 50	21 50
Summerlee, " ..	24 50	25 50
" soft " ..	24 00	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1		25 00
Midland, Londonderry and Hamilton		23 00
Deseronto No 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron........	30 00	31 00
Lowmoor iron..............		6 50
Angles............		2 65
Common bar, per 100 lb......	2 15	2 30
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel......		0 12
Mining cast steel....		0 08
Warranted cast steel		0 14
Annealed cast steel....		0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 $36 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base		$6 50
IX, 14 x 20 "		8 00
IXX, 14 x 20 base		9 50
Raven and Vulture Grades—		
I C, 14 x 20 base		5 00
I X "		6 00
I X X "		7 00
I X X X "		8 00
"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	4 90	5 00
Bar, "	5 50	5 75
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks....................	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	6 00
Domestic	6 25	6 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

25 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 12
Light copper bottoms	0 11	0 10½
Heavy red brass....	0 11½	0 11
" yellow brass	0 08	0 09
Light brass................	0 06	0 06
Tea lead	0 03½	0 03½
Heavy lead................	0 03½	0 03¾
Scrap zinc	0 03	0 03½
No. 1 wrought iron	14 50	10 50
" 2 " "	6 00	5 50
Machinery cast scrap ...	17 00	16 00
Stove plate................	12 00	11 50
Malleable and steel	9 00	9 50
Old rubbers....	0 09	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 25

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon,Standard, $5; Extra heavy, $7 75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

6x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 6¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 35	¼ inch........	3 20
⅜ "	2 35	⅜ "	3 20
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65 to 9 25	1¼ "	9 90 to 10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 75	3 "	34 00
3½ "	34 25	3½ "	42 75
4 "	39 00	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 23
Wiping......................	0 21	0 21

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06¼
Green coperas (green vitrol)........	0 01
Sugar of lead..........	0 08
Lump olive........	0 01¾

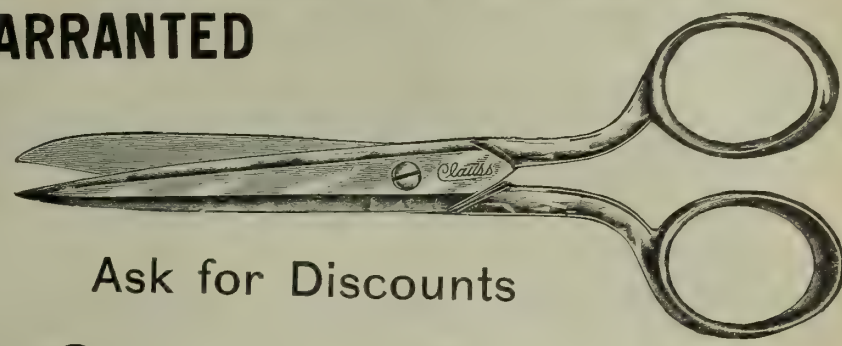
COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 10
French "	"	....	0 08
Marine black	"	....	0 04½
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.



Ask for Discounts

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange mineral, casks		0 08
" " 100-lb. kegs		0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 55
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 55
Fine orange	2 35
Medium orange, No. 1	2 15

TURPENTINE AND OIL.

Prime white petroleum	per gal	0 13½
Water white	"	0 1[illegible]
Pratt's astral	"	0 18½
Castor oil		0 08 0 10
Motor Gasoline per gal, single bbls.		0 21 0 23½
Benzine, per gal single bbls		0 17 0 17½
Turpentine, single barrels		0 69 0 70
Linseed Oil, " raw		0 59 0 60
" " boiled		0 62 0 63

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	7 00
No. 1 Canadian	6 75
Munro's Select Flake White	7 25
Elephant and Decorators' Pure	7 25
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
" Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 25
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25
Genuine, 100 lb. kegs, "	6 75
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 8 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 2
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 0	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35	00
Stable pavers, 12"x6"x2", ex wharf	50	00
Stable pavers, 9"x4½"x3", ex wharf	36	00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in.	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in., 100 lb. net	7 25	
" " 5-in., "	7 00	
" " 6-in., "	6 75	
" " 8-in., "	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	
Crate hinges and back flaps, 65 and 5 p. c.		
Cheet hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5. $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 10 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
½ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.		0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill...................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century. $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each.................. 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

		doz. pairs.
Stearns wood track	4 50	6 00
Zenith......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail...............	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over............... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's..................... .... 0 12⅝
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise...................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts....................	55 and 5
Bolt Ends......................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel. No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d..........................	4 00	3 55
3d..........................	3 15	3 25
4 and 5d....................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d..................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; addle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges...................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVER-WARE.

RAZORS. per doz.

Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's.................... 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
sbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary s Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.................... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 .0

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHESPINS

Cane's, 5 gross loose, per case.... .... 0 57
" 4 " packages, per case 0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops.................... 1 25
"900" mops..................... 1 25
Folding ironing boards..........12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz....................... 9 55

WASHBOARDS.

Cane's, per doz.................. 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
" " .... " 9 60

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg'swing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09⅝
550 " " manilla	0 10¾
600 " " "	0 12¼
650 " " "	0 13¾

Car lots, ½c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	
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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
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Buffalo Mfg. Co., Buffalo, N.Y.

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Carriage Mountings Co., Ltd , Toronto.
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Ontario Metal Novelty Co., Toronto

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Gutta Percha and Rubber Mfg. Co., Toronto.

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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
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Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

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Frothingham & Workman, Montreal.
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Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Penberthy Injector Co., Windsor, Ont.
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Bronze Powders.
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Brushes.
United Factories, Toronto.

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Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
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Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
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Guelph Spring and Axle Co., Guelph.

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Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
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Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
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Cordage.
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Hamilton Cotton Co., Hamilton.

Cork Screws.
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Cow Ties
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Cutlery—Razors, Scissors, etc.
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Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
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Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
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Enameled Ware
Kemp Mfg. Co., Toronto.
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Engines, Supplies, etc.
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Owen Sound Wire Fence Co., Owen Sound.
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Firearms and Ammunition.
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Glass Ornamental
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Glaziers' Diamonds.
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Harvest Tools.
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Hot Water Boilers and Radiators.
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Ice Cream Freezers.
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North Bros. Mfg. Co., Philadelphia, Pa.

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Iron Pipe.
Montreal Rolling Mills, Montreal.

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Ledgers—Loose Leaf.
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Crain, Rolla L., Co., Ottawa.
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Lithographing.
London Printing & Lithographing Co. London, Ont.

Locks, Knobs, Escutcheons, etc
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Lumbermen's Supplies.
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Manufacturers' Agents.
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Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Canada Wire Goods Mfg. Co., Hamilton
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Mop Wringers.
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Dennis Wire & Iron Co, London, Ont.

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Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton

Wire, Wire Rope. Cow Ties, Fencing Tools, etc
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Wrapping Papers
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers
Connor, J. H., & Son, Ottawa, Ont.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
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GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

For twelve weeks we have been working on the strain.

McDougall Pumps Are Standard

Many letters come to us addressed "Standard." They find us all right. Customers find us all right, too. Do not forget: Quality first and price not out of the way. In fact, but—Well, could we not do a lot of explaining in response to an enquiry?

Our Permanent Address:

The R. McDougall Co., Limited

CALT, - CANADA

DOUBLE PROFIT

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town or neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

the best means for insuring pure air.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers
MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,
Wellsville Polish Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

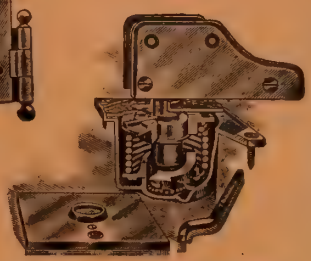
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

Every Dealer Should Sell Walker Corkscrews

Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1866. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

SPELTER

SHEET ZINC

"HOMCO" BRAND CASTOR OIL

We can quote you low prices ex lots arriving via late fall steamers via the St. Lawrence.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL

RUBBER GOODS

Everything for the Hardware Trade

write for our complete Sets of Handsome Catalogues.

HOSE

PACKINGS

VALVES

FIRE HOSE SUPPLIES

BELTING

We've got the Goods

Let us handle your proposition. We want your business and can save you money and trouble.

THE CANADIAN RUBBER CO. OF MONTREAL, LIMITED.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 7, 1907 NO. 49.

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Lesding Wholesale Houses.

"Redcliffe" and "Globe"

The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL Managers, Canadian Branch.

"Sovereign" Radiators

Many a Canadian dealer has reaped a heap of profit through the merits of the **"Sovereign" Radiators.** Have you? Have you ever felt the glow of complete satisfaction, which comes over the dealer who pleases his customers so much that they come in and tell him about it? Every customer of yours who buys **"Sovereign" Radiators** will be a pleased man. If you sell the **"Sovereign" Radiators** you will be a pleased dealer.

We have a little booklet, "Simplified Heating" which we will send you if you ask us for it.

TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, ONT.

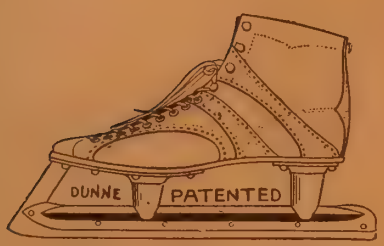
TORONTO—1088 King Street West.
ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St.

MONTREAL—122 Craig Street West.
QUEBEC, QUE.—The Mechanics Supply Company

WINNIPEG—The Vulcan Iron Works, Limited.
VANCOUVER, B.C.—Boyd, Burns & Company

CHRISTMAS SPORTING GOODS

HOCKEY SUPPLIES OF ALL KINDS



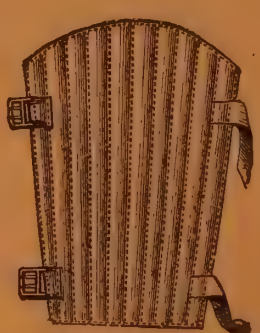
DUNNE'S TUBE HOCKEY

ANKLE SUPPORTS

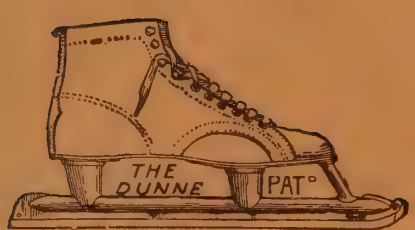
GOAL PADS

Large Stock of Snow Shoes

TOBOGGANS



PADS



DUNNE'S RACER

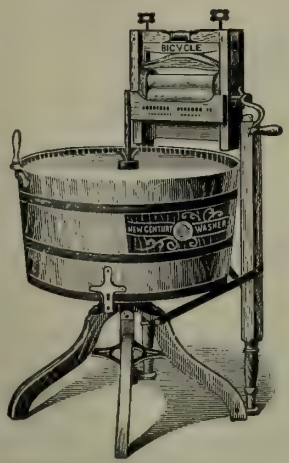
FISHER RACER

RICE LEWIS & SON

LIMITED

TORONTO.

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

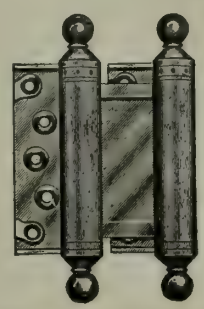
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

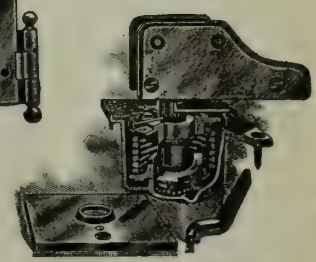
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

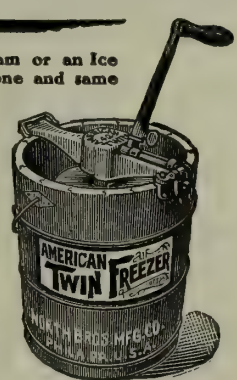
CHICAGO NEW YORK

CATALOGUES ON REQUEST

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS

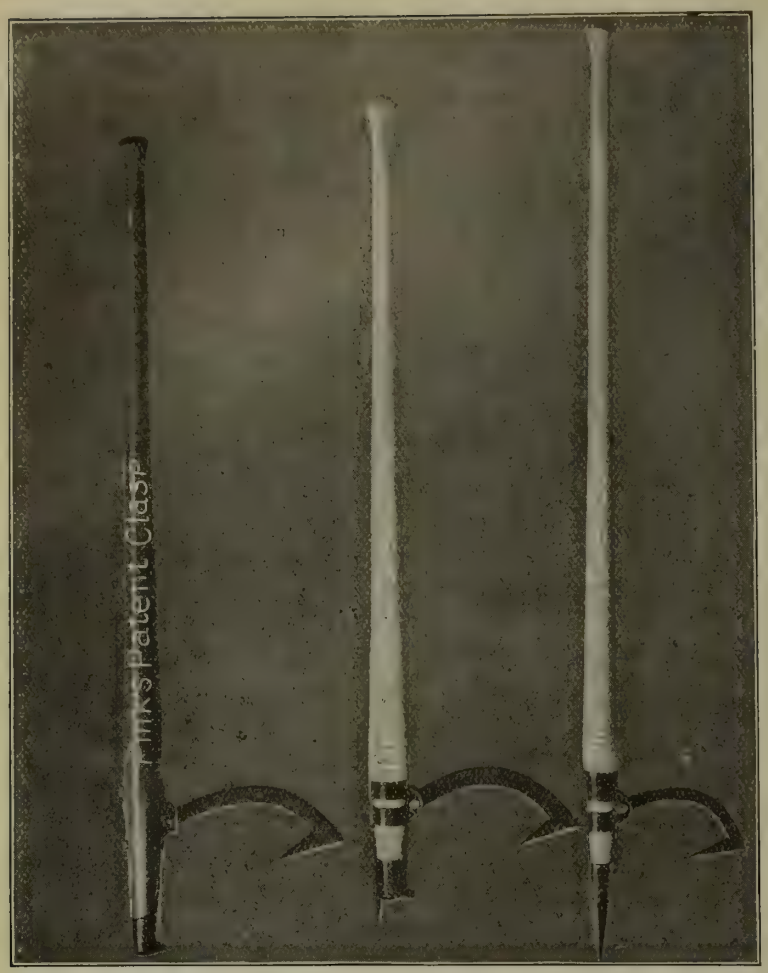
Send for Catalog.

ICE CREAM FREEZERS THAT SELL

THEY ARE	THEY EXCEL IN
Well Advertised	Easy Running
In Demand	Quick Freezing
Easily Sold	Economy
Satisfactory in Use	Convenience
Of Known Reputation	Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

IRON PIPE

We can ship the following sizes at once from stock :

Black, 3/8", 1/2", 3/4", 1", 1 1/4", 1 1/2", 2"

Galvanized, 1/2", 3/4", 1", 1 1/4"

Prices Right

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

Montreal is the Metropolis of Canada

The two principal railroads of this country have their headquarters here.

All trains leaving Montreal are made up here.

It is said that a shipment going from Montreal to any place in Canada will reach its destination quicker than from any other of equal distance, and we have heard it stated that shipments billed out of Montreal and Toronto, on the same day, for the same point west of Toronto, shipment from Montreal has reached the customer sooner than from Toronto.

If you have never tried this send us one of your mail orders. We will fill it complete and ship it promptly, and we know our prices will be found satisfactory.

During the month of December there is more mail order business than any other three months in the year. People want Christmas goods in a hurry. We carry the heaviest stocks of any jobbing house in this country. We have large assortments of such lines as Skates, Snow Shoes, Hockey Sticks, Ankle Supports, Hockey Pucks, Cutlery, of every description, including Cabinets ranging in price from $10.00 to $200.00.

If you have never dealt here send us a sample order, as we would like to prove to you the correctness of the above statement.

LEWIS BROS., LIMITED
Montreal

OTTAWA TORONTO CALGARY VANCOUVER

Combination Cutlery Cases

No. 1—Case of solid oak, dove-tailed, fancy lined, containing,

- 6 table knives
- 6 dessert knives
- 1 pair meat carvers
- 1 pair game carvers
- 1 table steel
- 6 table forks
- 6 dessert forks
- 6 table spoons
- 6 dessert spoons
- 6 tea spoons.

Consult our general catalogue for full line of cutlery cabinets.

Carvers

We have just received a shipment of case carvers and we can assure our many customers prompt shipment of repeat orders.

No. 3045—solid oak case.

Wood, Vallance & Co.

Iron and Hardware Merchants

HAMILTON - - ONTARIO

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

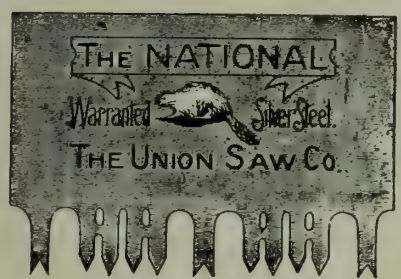
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Cross-Cut Saws, etc.

Shurly & Dietrich Narrow Blades
Stock Sizes, 5 to 6½ feet.

"Lance Tooth"
No. 3.—Silver Steel.



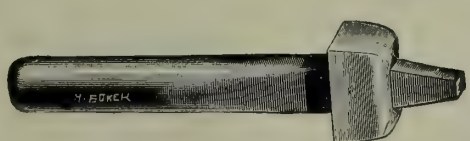
"The National"
Silver Steel. Sizes, 5 to 6 feet.

"Premier"
No. 5.—Razor Steel. Sizes, 5 to 6 feet.

E. C. Atkins' Cross-Cut Saws
"Victor."—Special Steel. Sizes, 5 to 6½ feet.

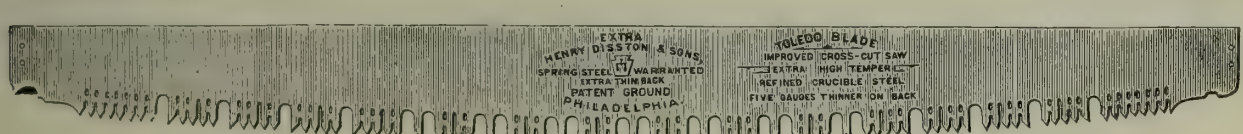
"The Lance"
No. 1.—Extra Refined Razor Steel.
Sizes, 5 to 6½ feet.

Cross-Cut Saw Sets



Cross-Cut Saw Sets

"The Racer"
No. 0.—Extra Refined Razor Steel.
Thin Back. Sizes, 5 to 6 feet.



Disston's Toledo Blade
"Toledo."—Crucible Steel. Sizes 5 to 6 feet.

For a fuller line of Saws see our Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

Our Prices are Right

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

We Ship Promptly

ANOTHER HOLIDAY SEASON

Harrison Bros. & Hawson
Fruit Knives and Forks
No. 379—Lily Pattern.

is here and we have been preparing for it for a while back.

Is your stock of Cutlery lines complete?

If not, you had better see to it at once and not be compelled to be making excuses to your customers.

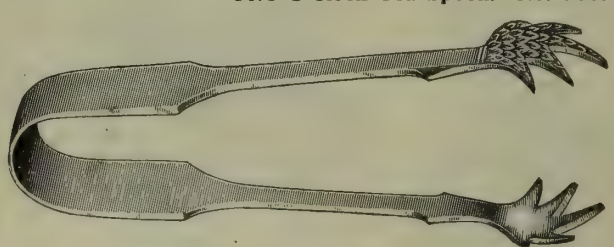
Cutlery is the most profitable line of goods you can carry.

Keep the variety—it will help to increase your sales.

Our stock in all these lines is much larger than ever before, and the complete assortment gives you a wide range of selection.

Harrison Bros. & Hawson
Fruit Knives. No. 94616

Five O'Clock Tea Spoon. No. 760.



Sugar Tongs, with claws. No. 333.

Sugar Spoons. No. 331.

Cheese Scoop, Pearl Handle. No. 660.

Pickle Fork, Pearl Handle No. 3024.

We can quote you interesting prices if you will write us, or ask our travellers.

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware, Montreal

2 oz. bottles.
Three dozen in a box.

4 oz. bottles.
Three dozen in a box.

Can be had in pint and quart bottles with patent pour-out tops.

Laying plans for next year—

plans for increasing your sales and your profits---will soon engage your attention.

The experience of successful merchants shows that it pays to maintain a bargain counter—a scheme you will doubtless consider.

The idea is a good one, and it is surprising how many things there are in the regular hardware stock whose sale can be increased by displaying them properly on a table or on a counter. There are many articles that customers need but which they forget to buy until reminded of them in some way.

A bargain counter is your reminder

We show here some suggestions of goods that can be sold to advantage by almost any hardware dealer. The profits, too, are large if you buy right.

We sell them right, ask for our prices.

There are many other items, here are a few :

Cork Screws	Chair Nails
Whisks	Lead Pencils
Tack Pullers	Erasers
Boxes of Rivets	Stove Lifters
Glass Cutters	Skewers
Tack Hammers	Rubber Cement

In your next order include some of these goods and try the experiment. Ink and mucilage will sell when school opens after the holidays.

Cone bottles.
Three dozen in a box.

Drum bottles.
Three dozen in a box.

Mucilage in pint and quart bottles.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses, MONTREAL

Warehouse at WINNIPEG, CANADA

Showrooms, TORONTO, 77 York Street
OTTAWA, Holbrook Chambers
QUEBEC
FRASERVILLE

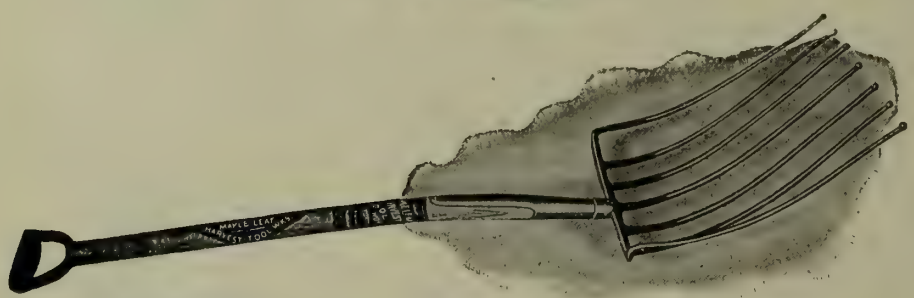
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork

No. 108—Hay Fork



No. 243—Beet Fork

No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-819
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

THE COLLINS MFG. CO. TORONTO
"Buy the best," it is always the cheapest; we make the best Stove Pipe Thimbles, Registers, Air-tight Heating Stoves—Nestable, Drums, Cinder Sifter Shovels, Bread Toasters, Asbestos Mats, Safety Lanterns, Sprayers for Fruits, Vegetables and Disinfecting purposes. A post card will bring full particulars.

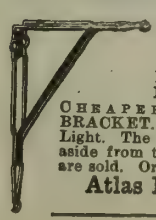
METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.

Do the work of 5 men
Skating Rink Scrapers
Dozens in use all over Canada. For particulars and prices, write JAMES & REID, PERTH, ONT.
Sole manufacturers and inventors.
Hammered like a saw.

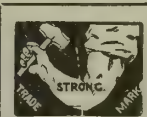
SOIL PIPE.

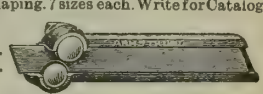
FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
136 N. Francisco Ave.
CHICAGO, U.S.A.


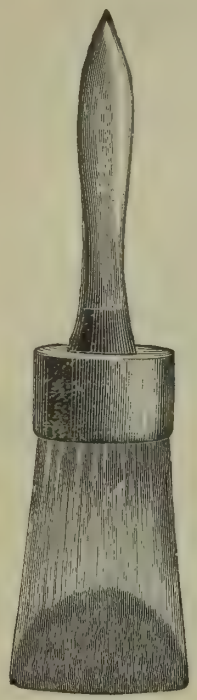
VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

Names Which Mean Money



"What's in a name?" asked some skin-clad gentleman of the Stone Age. If he was alive now he would realize that there is a ***heap of money*** in some names. In the line of ***brooms, brushes*** and ***woodenware,*** for instance, the names

"BOECKH"

and

"CANE"

command the respect of every ***pushful, profit-filing hardwareman*** and ***grocer.*** When your jobber sends you any brushes or brooms, see that they are "BOECKH'S." When he sends you any pails or tubs, see that they bear the name of "CANE." ***These Names are Guarantees of Excellence.***

UNITED FACTORIES, LIMITED
TORONTO : CANADA

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.

TRADE MARK
FOR PLATE

Ready To Ship

We can guarantee immediate shipments of

"ALASKA" and "SINGALESE"
White Nickel Spoons and Forks.

HUTTON'S "H & S A1"
Silver Plated Spoons and Forks.

We have a special consignment of these standard goods, from which to make prompt delivery.

Write for samples and prices.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK
FOR CUTLERY

Cistern Pumps

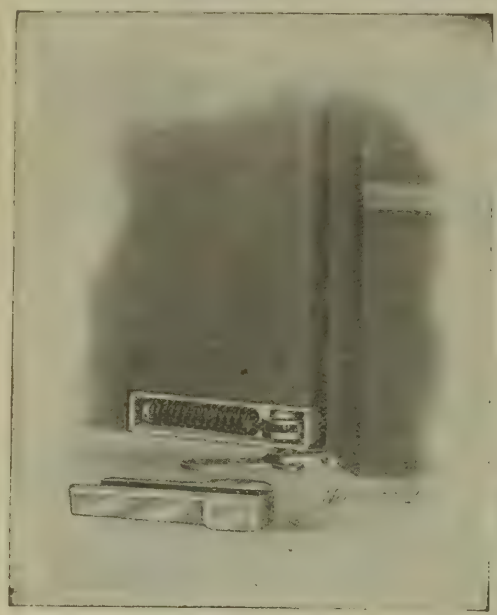
There are a great many varieties but we have one of the very Best on the market, in our fig 203. Brass Cylinder, Glass Seat, Close Spout Cistern Pump with Reversible Cap and Drop Valve arranged to drop the water to prevent freezing

We stand behind our goods and guarantee satisfaction.

We manufacture Pumps, Scales, Elevators, Trucks, etc.

The Aylmer Iron Works Co.
LIMITED
AYLMER, - - ONT.

All Steel



"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

Patents Allowed.
Other Patents Pending.

For Catalogue, prices, etc., write

The Standard Mfg. Co.
SHELBY, OHIO., U.S.A.

The Fence Unbreakable

has not yet been discovered. But the nearest thing to it is the

"Dillon" Hinge-Stay Field Fence

You can't bend the strand wires of the Dillon because weight first acts on the **hinged stays,** which bring the fence back to position the instant the weight is removed.

"THERE IS MONEY IN THE DILLON."

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Comfort and Perfect Sanitation Follow the Installation of

Standard Ideal Porcelain Enameled Ware

Architects and Builders find **STANDARD IDEAL PORCELAIN ENAMELWARE** well adapted for modern homes, office buildings, warehouses, hotels and public institutions. It is durable, smooth, non-porous and absolutely impervious to gases, dirt and disease germs.

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The Standard Ideal Company, *Limited.*
Head Offices and Factories, - PORT HOPE, Ont.
Sales Offices and Sample Rooms, TORONTO, 50 Colborne Street,
MONTREAL: 128 West Craig Street. WINNIPEG: 156 Lombard Street

Perforated Sheet Metals

IN

BRASS, COPPER, STEEL, Etc.

ALL SIZES OF PERFORATIONS AND THICKNESS OF METAL

FOR

Miners' Use
Grain-Cleaning Machinery
Bee Keepers
Malt Kiln Floors, Etc.

The B. GREENING WIRE CO.
LIMITED
Hamilton, Ont. Montreal, Que.

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

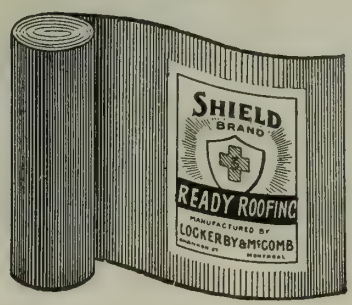
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET

MONTREAL

A Woman's Life Is Often Spoiled

by sheer drudgery. Take in the matter of baking. It has been considered by many women, as absolutely essential to the making of good bread, that they lean over and knead dough steadily for 30 minutes. Is it any wonder that women who do this unnecessary drudgery, get old before their time?

The "General" Bread Maker

has abolished the necessity for such drudgery. In three minutes, with hardly any labor, it will knead thoroughly, as much dough as it formerly took 30 minutes to do imperfectly by hand.

That's why the "General" is such a great seller. Have you bee n made acquainted with the profits?

Shirreff Mfg. Co., Ltd.

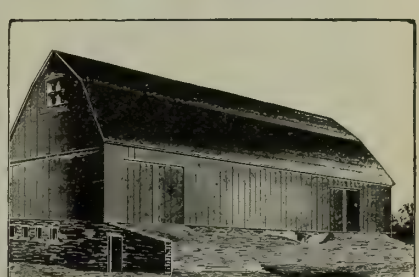
Brockville, - Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.



"Brantford" "Roofing"

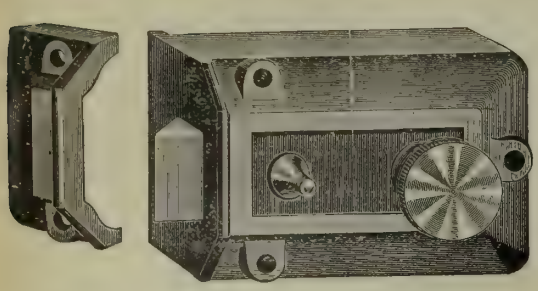
is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation.. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

A Shop Full of Triplex Blocks

Cuts out much of the waiting time of men and machines. The saving effected by installing ***YALE and TOWNE BLOCKS*** is generally enough to cover their cost in six months. In hanging shafting, etc., a ***TRIPLEX BLOCK*** often saves its cost on one job.

HOT FORGED DRILLS. SHEFFIELD FILES. SMALL TOOLS.

THE CANADIAN FAIRBANKS CO., Ltd., - MONTREAL

TORONTO WINNIPEG VANCOUVER

BANNER COLD BLAST LANTERNS

Attractive. Substantial. Made from heavy tin plates. The most up-to-date and reliable lantern on the market. Sold by all prominent Jobbers. Orders solicited through the Jobbing Trade. Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our good you know you get THE BEST

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

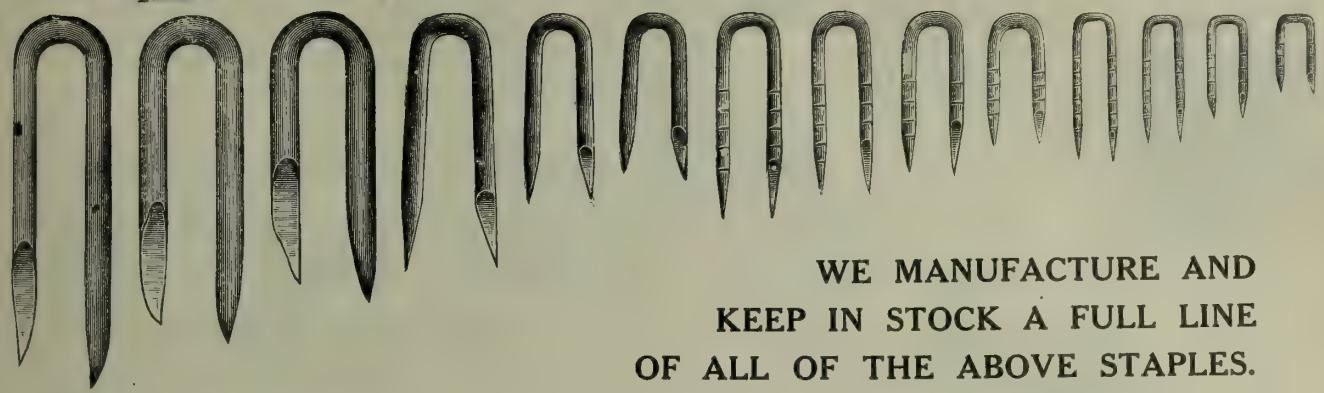
Represented by

H. F. McINTOSH & CO.
51 Yonge Street,
TORONTO, - ONT.

Write for Catalogue

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED



WE MANUFACTURE AND
KEEP IN STOCK A FULL LINE
OF ALL OF THE ABOVE STAPLES.

FENCE STAPLES, BRIGHT AND GALVANIZED	sizes	1¼ in.	1½ in.	1¾ in.	2 in.	
POULTRY NETTING STAPLES, BRIGHT AND GALVANIZED	"	¾ in.	⅞ in.	1 in.		
BED STAPLES, COPPERED	"	⅝ in.	¾ in.	⅞ in.	1 in.	
BLIND STAPLES, COPPERED	"	⅜ in.	½ in.	⅝ in.	¾ in.	⅞ in.

COOPERS', BROOM AND ELECTRICIANS' STAPLES MADE TO ORDER

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

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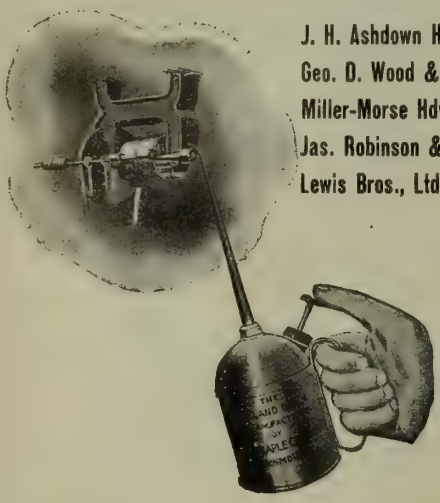
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Howland Pump Oiler

FOR SALE BY

J. H. Ashdown Hdw. Co.,	Winnipeg
Geo. D. Wood & Co.,	"
Miller-Morse Hdw. Co.,	"
Jas. Robinson & Co.,	"
Lewis Bros., Ltd.,	Montreal



A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

One Day's Hard Labor

is quite enough to put many an axe handle completely out of business. Less time than that often proves an axe handle to be worthless. That kind of handle is carefully avoided by the shrewd dealer. Which perhaps explains why so many dealers handle exclusively

Still's Genuine Hickory
Axe Handles

Hammer, Sledge and Pick Handles

They always satisfy the customer by being equal to their tasks. Lists and Discounts sent upon request.

J. H. Still Manufacturing Co.
Limited

ST. THOMAS, ONTARIO

H&R GUNS AND REVOLVERS

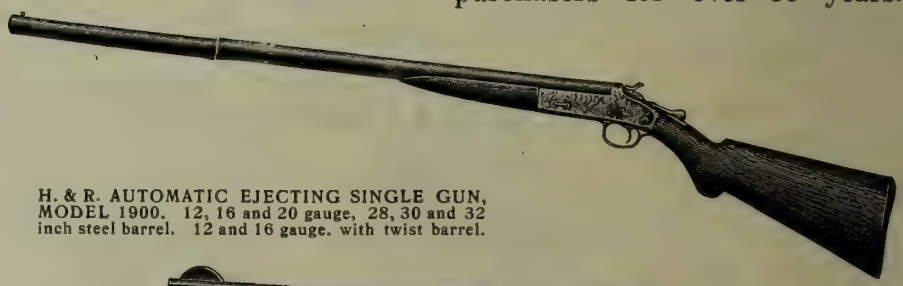
are profitable articles for you to handle, Mr. Dealer, because of the absolute satisfaction they have given to discriminating purchasers for over 35 years.

We are constantly impressing upon the mind of the public—your customers — the superiority of H. & R. Guns and Revolvers; the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

The great care and watchfulness exercised in the various processes of manufacture have gained the confidence of the public, which simply means an increased demand and larger profits to you.

Our Catalog tells about our full line and gives valuable selling points.

Write for it.

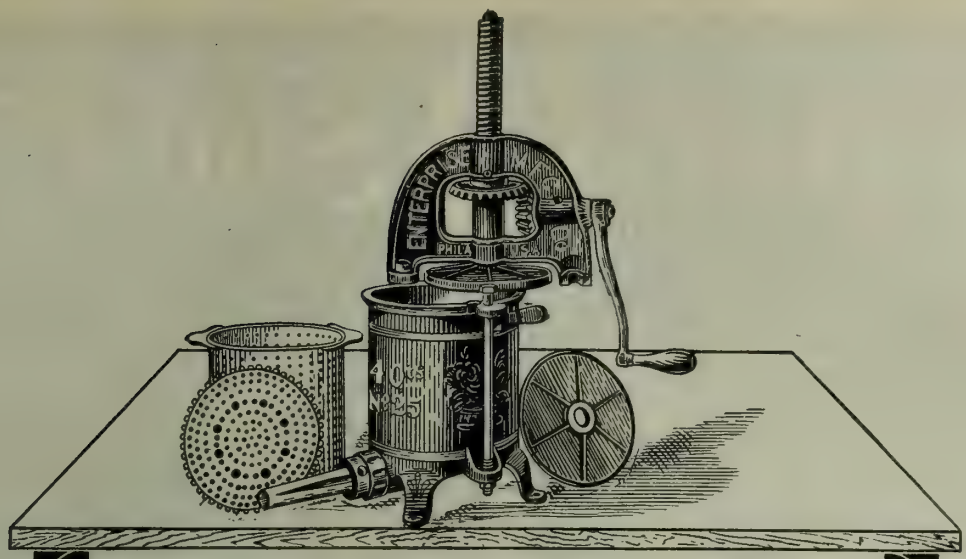


H. & R. AUTOMATIC EJECTING SINGLE GUN, MODEL 1900. 12, 16 and 20 gauge, 28, 30 and 32 inch steel barrel. 12 and 16 gauge. with twist barrel.

H. & R. HAMMERLESS in 32 and 38 calibres, five shot, with independent cylinder stop and automatic ejector. Weight of 32 calibre 3-inch barrel, 13 ounces; 38 calibre, 3½-inch barrel, 17 ounces. Also made with 4, 5 and 6 inch barrels. Finished in nickel or blue.

HARRINGTON & RICHARDSON ARMS CO.

415 PARK AVE., WORCESTER, MASS., U.S.A.



The great secret of successful enterprise is to prepare in time to push the *right thing* at the *right time.* Just *now* get ready for selling the famous **Sausage Stuffer and Lard Press** marked:—

"ENTERPRISE"

You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.
New York, 21 Murray St. San Francisco, 438 Market St.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

Working Iron in Common or Refined Bars

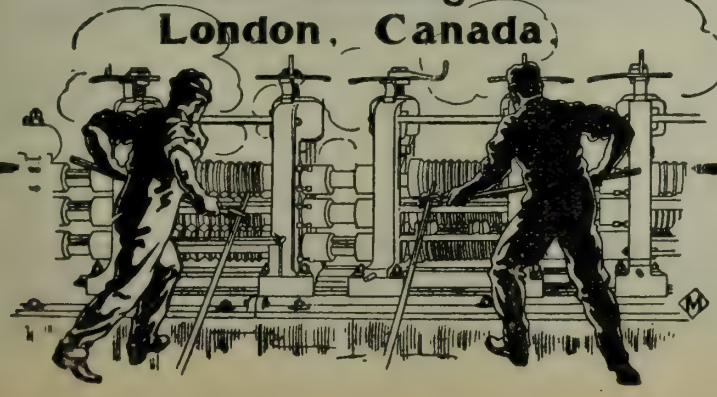
London Bars are made in the following sizes:

Flats, - - -	7/16 inch to 4 inch x 3/16 inch to 1¼ inch		
Round Edge Tire,	1 inch to 3 inch	Rounds,	3/16 inch to 2¼ inch
Squares, -	¼ " to 2¼ "	Ovals,	½ " to 1½ "
Half Ovals, -	½ " to 2½ "	Half Rounds,	½ " to 2¼ "

54

London Rolling Mills

London, Canada



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CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD
TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

"Out O' Sight"

Traps

A SILENT SALESMAN

Put it on the counter and forget it—
It will make money for you all the time

THERE'S A PLACE on your counter for this Easel.
It keeps "OUT-O-SIGHT" traps IN SIGHT. An ideal display. Bound to increase sales—profits too. Elegant Hanger with every dozen traps.

"THE EASEL SELLS 'EM EASILY."

ANIMAL TRAP CO., LITITZ, PA., U. S. A.
BRANCH OF ONEIDA COMMUNITY LTD.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

SUCCESSFUL HARDWARE MERCHANTS

Are Successful Because

THEY SELL ONLY RELIABLE GOODS

They are the ones who always buy Penberthy Injectors and sell Penberthy Injectors.

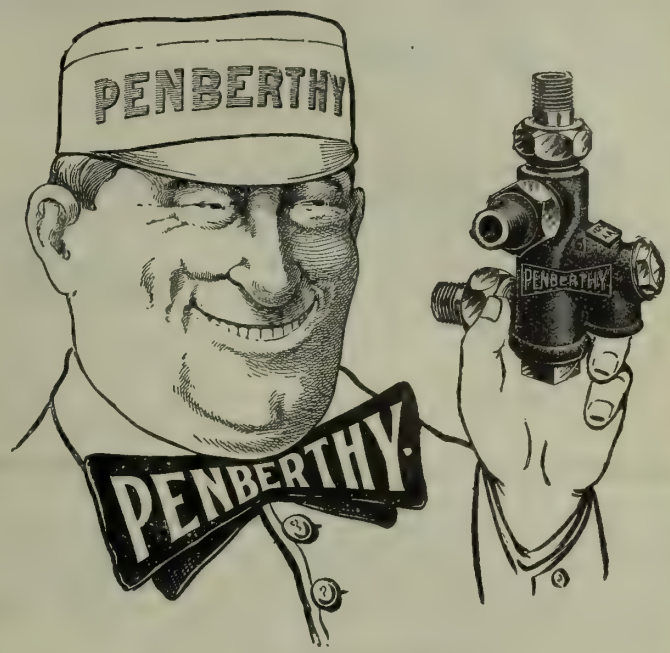
Now-a-days people want the best and they won't listen to the Fairy Tale about "The Just As Good Kind."

Penberthy Injectors have satisfied 400,000 Engineers, because they are made right from the casting up.

If you are not a Penberthy man it's Money in your Pocket to be Converted Quick. That's a good enough reason.

"THE INJECTOR WITH A REPUTATION."

BE VERY CAREFUL OF IMITATIONS.



THEY ALWAYS WORK.

MANUFACTURED ONLY BY

PENBERTHY INJECTOR CO., LIMITED, WINDSOR, ONT.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"Flooded with Brilliant Light"

may be a hackneyed phrase, but it none the less perfectly describes what happens to a gloomy store when

MAXIMUM LIGHT GLASS

is installed. What is it? Why nothing more or less than a new prismatic principle applied to window glass! MAXIMUM Light Glass is as far ahead of the ordinary prism light as the electric bulb is of the "tallow dip" of a bygone age. It catches daylight from the open sky at any angle, and diffuses a strong—but unglaring—light evenly over the whole interior—even the farthest corners—of an otherwise gloomy room. Your store may be a gloomy place now; but it needn't be. Why not send for our catalogue? It will only cost you a two-cent stamp.

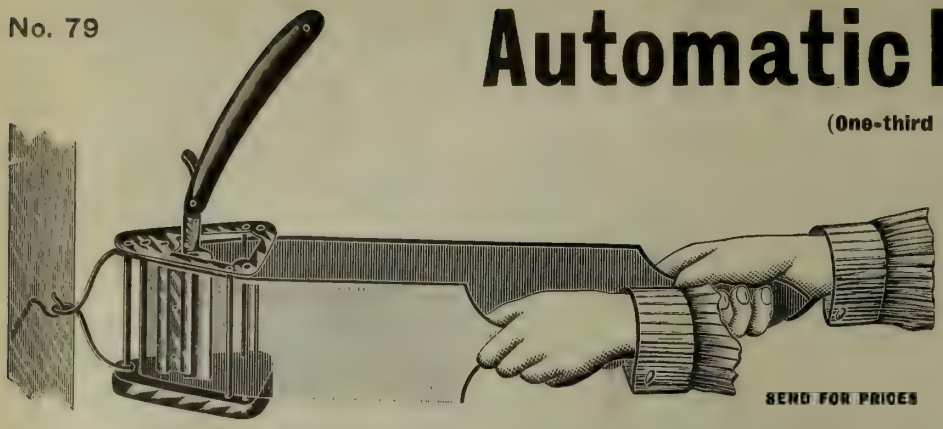
The Hobbs Manufacturing Co., Ltd.

LONDON TORONTO WINNIPEG

No. 79

Automatic Razor Strop

(One-third Actual Size)



YOU CANNOT ROUND EDGE OF RAZOR OR CUT THE STROP

Not one in a hundred understands how to strop a razor perfectly. With this you can strop a razor in the dark as well as in the light. A boy can do it as well as a man.

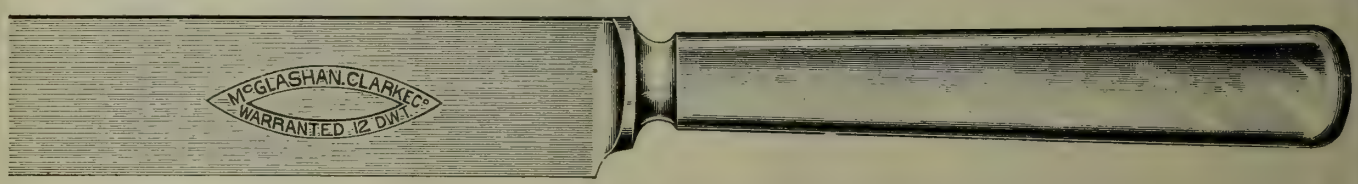
No other strop will sharpen both sides so evenly and quickly.

Takes up less room and is more convenient to carry in a travelling bag than any other strop. Each one packed in a neat box with full directions.

OWNED AND MANUFACTURED BY

CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.



Real Value Giving real value for the customers' money is what builds up a dealer's reputation. If you handle our celebrated line of guaranteed Silverware, Platedware and Cutlery, your customers will always get real value for their money, and you will profit accordingly.

THE McCLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

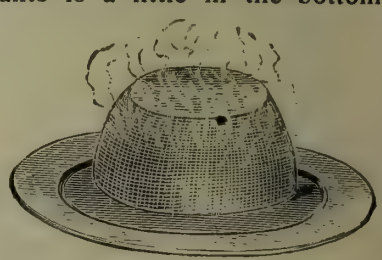
OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

THE M. B. PUDDING STEAMER

The Only Rational Method of Cooking a Pudding

Simplicity, Durability, Utility.
Excellent for Fish and Meats.
No Burning. No Disappointment.
Produces Perfect Puddings.

The **M. B.** Steamer consists of an enamelled bowl with retinned cover held by patent wire clasp. As its name implies, it is a "Steamer," not a "Boiler." When it is used the Steamer should be put in a saucepan with a close-fitting cover. Do not cover the Steamer with the water, all it wants is a little in the bottom of the saucepan to generate steam. The Bowl is made of Best Quality Enamelled Steel, and is practically indestructible.



SIZE OF BOWL—No. 1, 5½; No. 2, 6½; No. 3, 7½; No. 4, 8 in. Diameter

EACH SIZE PACKED IN CARDBOARD BOX

Dainty Book of 22 Original and Economical Recipes Enclosed with Each Steamer.

TO BE OBTAINED FROM

F. W. LAMPLOUGH & CO., 9 DeBresoles Street, MONTREAL

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

GILBERTSON'S COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

We Can Give Prompt Delivery of Galt Corrugated Sheets

Finest quality of iron and first-class workmanship.

All corrugations even, straight and true.

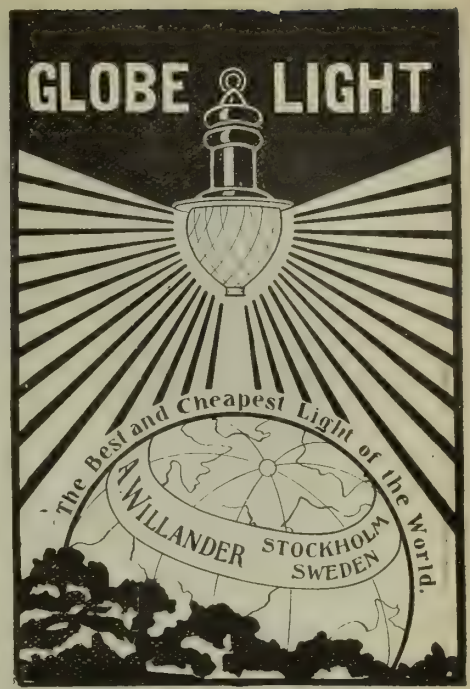
A full line of Accessories such as Ridge Cap, Hip Cap, Valley, Galvanized Nails, Washers. etc.

Send us your specifications for a figure—it will pay you.

The Galt Art Metal Co.

Limited

Galt, Ont.



Incandescent Petroleum Gas Light

Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

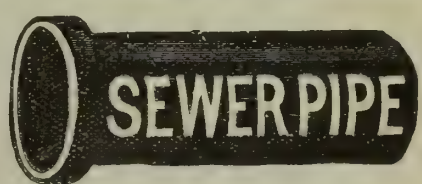
Connections with first-class firms in this branch wanted everywhere.

Write for Prospectus.

A. WILLANDER,
STOCKHOLM, SWEDEN

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

AN OXFORD OAK

with a price card on it will sell easier than any other twelve dollar article. These are the days for heating stove business.

You can talk convincingly about the **Nickel Reflector Door** and the **Mica Openings in the Fire Door.** The Oxford Oak is different from anything your opposition has.

Write on a post card

"Send me a 120 Oxford Oak"

If you are an Ontario dealer it will only cost you $8.53.

The
Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver
Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta. and EDMONTON, Alta.

What about Stove Lining?

Did it ever occur to you that fire brick is cumbersome and out of date? Well, it is! Our

ASBESTOS STOVE LINING

is the modern lining. It is a perfectly fire-proof lining for every style and size of grate, stove, range, heater or furnace. Our

ASBESTOS FIRE-PROOF FURNACE CEMENT

is the finest thing on earth for mounting and repairing stoves and furnaces. It is absolutely fire-proof, easily applied and is really permanent.

THERE IS MONEY IN BOTH LINES

Benjamin Moore & Co., Limited

(Formerly The Francis-Frost Co., Limited)

New Offices and Works: Toronto Junction, Canada

New York, Chicago, Cleveland, Carteret, N. J.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

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London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

Our Metal Cornices

are made on heavy power brakes of latest and best design. This ensures accuracy and a perfect fit at all joints. Only highest quality galvanized steel and sheet copper are used. We have a splendid range of stock patterns to choose from, and are always pleased to submit suitable designs with estimates.

"WE WORK WITH THE TRADE."

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENCIES:

Emerson & Fisher, Limited	J. A. Bernard	Clare & Brockest	Ellis & Grogan	Wm. N. O'Neill & Co.
ST. JOHN, N.B.	QUEBEC	WINNIPEG	CALGARY	VANCOUVER

INCANDESCENT LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES

Cor. St. Sulpice and Commissioners Sts.

Montreal, P.Q.

BASS AND TROUT FLIES

$1.10 per hundred, postage included.
ORDER NOW FOR SPRING

JOHN NORMAN, 4502 Ste. Catherine St., WESTMOUNT, QUE.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

Neatest, Strongest, Safest

THE STEEL SPRING SNAP that has a "SNAP." Do not accept the "Just as good" kind. DEMAND the "POLO"

It costs YOU no more.

Ask your jobber for them.

COVERT MFG. CO.

TROY, N.Y.

Invaluable to the Ad-writer

THE CANADIAN PRINTER AND PUBLISHER is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads. to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

THE CANADIAN PRINTER AND PUBLISHER,

Montreal Toronto Winnipeg

FREE

GRATIS

OAK CABINET

Given away **FREE** of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all Leading Wholesale Hardware Houses.

MANTELS, GRATES, TILES,

Fire-Place Furnishings, Mosaics, Wall and Floor Tile, Gas and Electric Lighting Fixtures

The Barton-Netting Company, Limited

38 OUELLETTE AVENUE, - - WINDSOR, ONTARIO.

A White Mop Wringer

is needed in every **home** and **office.**

Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

Ask for Catalog.

White Mop Wringer Co.
Fultonville, New York

HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J **Hamilton, Ontario.** **Winnipeg, Manitoba.**

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Pipe
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

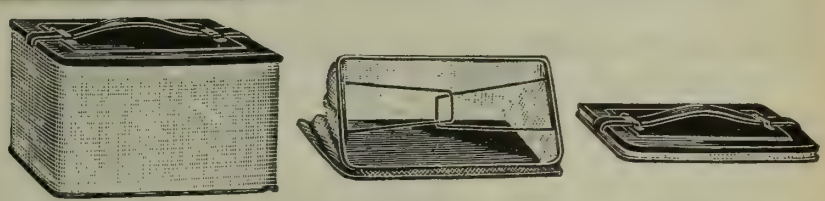
MONTREAL

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

WE MAKE IT . .



Ready for use. Folding up. Folded for pocket.

The Ehle's Patent Lunch Box and Food Carrier

(Pat. Aug. 6th, 1907).

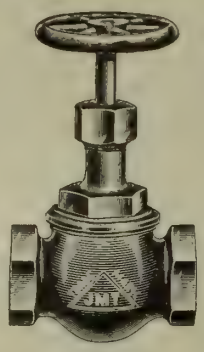
THIS is the Ideal Folding Lunch Box. Made with tin top and bottom nicely japanned, and strong canvas waterproof sides, it can be set up or knocked down in a second, and will nest into a space of less than half an inch in thickness—a size just suitable for the coat pocket. The simplicity of its construction combines the least possible weight with the greatest possible capacity, and enables it to be placed on the market at a considerably lower price than any other style of folding lunch box.

MANUFACTURED SOLELY BY

Write Us for Prices **E. T. WRIGHT & CO., Hamilton, Canada**

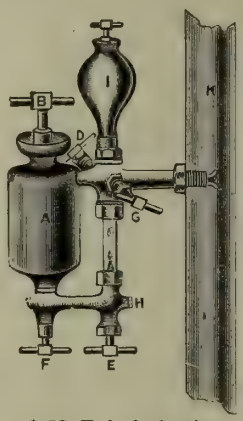
ENGINEERS' SUPPLIES

Whether it be a **VALVE**



J. M. T Valve

A **LUBRICATOR**



J. M. T. Lubricator

An **INJECTOR**

or a **STEAM TRAP**

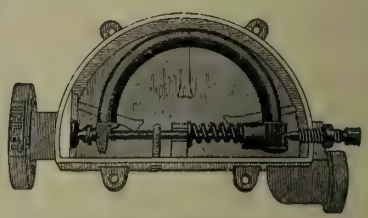
and

Steam Specialties

J. M. T. Injector

We make and handle the largest variety.

(Brass and Iron.)



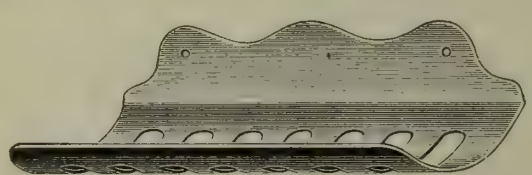
Heintz Steam Saver

We have these goods—the best for quality and efficiency.

The JAMES MORRISON BRASS MFG. CO. Limited, 93-97 Adelaide St. W. TORONTO

Bath-Room Accessories

Stationary tooth-brush holder, nickel-plated on brass plate. Holds six brushes. Openings shown by old English letters.



Comb and Brush Shelf, nickel-plated on brass plate. Just as substantial as it looks. It does not accumulate dirt.

Two fast sellers. All our Bathroom Accessories have **"Forsyth" Finish,** which places them in the peerless class.

Secure our literature. It will interest you.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

Now is the Time for

CIDER MILLS

The farmers that have one, have a CHAMPION; others will be wanting them. Be prepared to supply them.

The London Foundry Co., - London, Ont.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

James Hutton & Company

Montreal

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life **Efficiency** **Reliability**

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

---

Cement Which Stays Sold!

It's easy to sell some brands of Furnace Cement, but mighty hard to keep them sold. But

Sterne's Asbestos Stove and Furnace Cement

sells quickly and stays sold. We guarantee it to be more durable, economical and heat resisting than any other furnace cement on the market.

C. F. STERNE & SONS, BRANTFORD, ONT.

ABSOLUTE PERFECTION

When we claim absolute perfection for

"DIAMOND" BRAND FITTINGS

we do not claim too much. Our claim is supported by every dealer who has ever sold them and every plumber who has ever used them. They tell us that in point of material, threading and finish, "Diamond" brand cannot be equalled, much less excelled.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

The Finest Family Polish on the Market

Black Jack

At Your Jobbers'

You handle Hardware, possibly, in connection with your groceries and general stocks. You want to be posted on all lines. There is

NO PAPER IN CANADA

that gives more thorough and valuable pointers to General Storekeepers than

The Canadian Grocer

It is issued every week. Costs only $2.00 per year. Send for sample copy.

THE CANADIAN GROCER
Montreal Toronto

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

We desire to impress dealers with the fact that our factory is

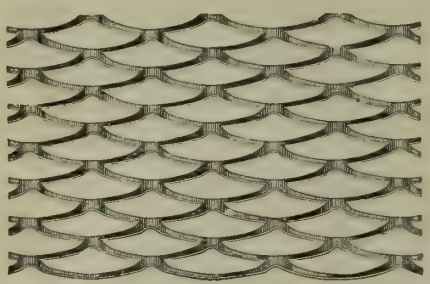
Headquarters for

Refrigerators, Screen Doors and Window Screens

Our increased factory capacity enables us better than ever to exercise that watchfulness to see plenty of time and care is put on materials in every department of manufacture, so that the goods when finished may be perfect in every respect.

Sanderson - Harold Company
Limited
Paris, - - Ontario

"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable.

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.

or Dunn Bros., Winnipeg, Man. and Regina, Sask.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

PRIZE PUZZLE.

For the correct solution of the following puzzle, the Covert Mfg. Co., Troy, N.Y., offer three prizes, viz.:

For the first correct solution, 1 gross "Trojan" snaps, 1 gross "Polo' snaps, and 1 gross ——— snaps.

For the second correct solution, 1 gross "Polo" snaps, and 1 gross ——— snaps.

For the third correct solution 1 gross ——— snaps.

The name of the new style of snaps, the name of which is left blank, must be guessed.

From Ancient and Barbaric times,
Through vicissitudes and pleasure,
My name comes forth to grace these lines,
Guess it at your leisure.

My first, the last in Noah's Ark,
In the flood was never seen,
Poor Ireland never had it, yet,
'Tis in her "Shamrock" green.

My second is sometimes betwitching,
In my depths we oft gaze with a sigh,
Some say I'm bold, curel and wicked,
Oh! that this, I could only deny.

My third you will find in Ministers,
But not in Maid or Wife,
And yet in man it's prominent,
Tho' never seen in life.

In gamblers you will find my last,
But never in their sons,
It's always seen in grandmothers,
But never found in nuns.

I want my name to you imply,
That competition I defy,
Use me and you need have no fear,
I am a "Snap" without a peer.

I take the place of one that's old,
Who's name with mine, is a monarch bold
His power is felt the world o'er,
As it has been in days of yore.

To win a prize, my name you'll guess,
And the name of the Snap, I will suppress,
Then send your answers in like, well,
How quick they'll come, I need not tell.

All answers and communications to be addressed to Covert Mfg. Co. Troy, N.Y., Dept. J.

RED INDIAN OIL STONE.

W. McRony, Souris, Man., writes: "Kindly inform me the maker's name of the 'Red Indian' oil stone. Do not confuse this with the 'Indian,' as the one I have in mind has the picture of an Indian as a trade mark."

Ans.—The most extensive manufacturers of Indian oil stones are the Norton Company, Worcester, Mass., and the Pike Manufacturing Co., Pike, N.H. The "Red Indian" is probably a private brand given to a stone by some wholesale house in the Western States. Can any reader supply definite information on this point?—Editor.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

AGENT wanted in Canada by English manufacturer of edged tools, joiners' tools, augers, saws, shears, etc.; also crucible steel, files, etc.; one of the best known British brands, correspondence to "Rip-Saw," care of HARDWARE AND METAL, 88 Fleet Street, London, England. [50]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Eighteen feet oak hardware shelving, base section all drawers, shelving above base drawers of several sizes, these drawers extend one half way to the ceiling, balance above open shelving; drawers made of galvanized iron with oak fronts; all made by Cameron & Campbell of Toronto; ordered more than we can use; will sell cheap. Fallis Tourtellot Co., Ltd., Port Arthur, Ont. (50)

SET of tinsmith's tools, good as new, best American make. $150. Great sacrifice. Box 660, HARDWARE AND METAL, Toronto. tf

SET of tinsmith tools, good as new, Peck, Lowe & Wilcox make, $125, great sacrifice. Box 672, HARDWARE AND METAL, Toronto. [tf]

BUSINESS CHANCE.

MAN who understands hardware business thoroughly would invest few thousand dollars and take part interest in paying hardware business in west. At present manager of successful hardware business handling general hardware, stoves, plumbing goods and electric supplies. Teetotaler. Address Box 668, HARDWARE AND METAL, Toronto. [50]

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—One second-hand National cash register; one of the later models, four drawer or less. Address lock Box 594, Port Arthur, Ont. (50)

WANTED—Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Nice hardware business in Southern Alberta; stock about $2,000; property, $1,800; ill health reason for selling. Apply Box 669, HARDWARE AND METAL, Toronto. [50]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. (52)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED builder and general hardware man with good connection in the west wishes position; Eight years' experience; also experience in the paint and glass business. Box 17, HARDWARE AND METAL, Winnipeg. [tf]

FIRST-CLASS hardware traveller thoroughly posted in general and heavy hardware, stoves and plumbing supplies with a solid connection among the very best merchants in the above lines in Eastern and Northern Ontario will be open for engagement, Jan. 1st. Address Box 667, HARDWARE AND METAL, Toronto. [50]

WANTED—Situation as hardware salesman; of 16 years' experience; good all round man capable of figuring and laying out furnace work also of figuring on roofing and plumbing work; can furnish good references and open to take situation, Jan., 1908. Apply Box 671, HARDWARE AND METAL, Toronto. (49)

WANTED by a practical plumber, steam and hot water fitter, of 16 years' experience, thoroughly conversant in both trades mentioned, position as manager or foreman; can handle work and men to advantage; would like to communicate with firms requiring same. Box 23, HARDWARE AND METAL, Montreal. [48]

REPRESENTATIVE WANTED

An old established leading firm of

SHEFFIELD TOOL MANUFACTURERS

require a representative for Canada. Replies, with full particulars and references, to "S. T.," care of office of "Hardware and Metal," 88 Fleet St., London, E.C., Eng.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Dec. 6, Room 511, Union Bank Bldg, Winnipeg, Man.

Sales are not so heavy as at the corresponding period last year. There was considerable over-stocking throughout the country for two or three years and the slackening in business activity this year has induced lighter buying. There is no doubt that the net result will be to put business on a more satisfactory and stable basis and as there is considerable improvement in collections, the wholesale houses take a cheerful view of the situation. Owing to the mild weather it is likely that the lakes can be kept open for some little time yet and this is encouraging as it is of the utmost importance that a big part of the crop should be taken out of the country by the lake and rail route before the close of navigation.

There has been a general revision of prices by the wholesale houses and a number of changes will be noted in the schedules below:

Rope—Sisal 11c per pound and pure manila, 15¼c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base, oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper, No. 7, 36½c; No. 8, 37¼c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38¼c and No. 10, 41¼c.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 per cent.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 and 10 per cent.

Blocks—steel blocks 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings; 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.00.

Tinware, Etc.—Pressed, retinned, 70 pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enameled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66; Buffalo tarred, 69c; Lion, plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment— it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G.F. Stephens & Co. Limited
PAINT MAKERS
WINNIPEG and CALGARY

"RAPID" TOOLS ARE PROFITABLE TOOLS!

We manufacture a line of Auger Bits with a patent guide point. This guide point is an exclusive feature of "Rapid" Auger Bits, and insures to the operator a clean, straight hole. Made of special high-grade steel and guaranteed to give the highest satisfaction. ***Write now for our Price Lists!***

The RAPID TOOL CO., Ltd. - - PETERBOROUGH, ONT.

THE AMERICAN HARDWARE STORE

IS A

PRACTICAL CHRISTMAS GIFT

From the Merchant to His Clerk

Everyone appreciates a book, but when it is one filled with valuable information and instructions relating to his work and vocation, the gift is doubly appreciated. Inasmuch as this work educates the clerk in regard to Store Equipment and Store Management—in fact, gives him information that he could not obtain in years of experience—he is infinitely more valuable to his employer. Consequently YOU SHARE in the BENEFIT derived from $3 so wisely invested.

Each of the 62 Chapters in this book deals exhaustively with such subjects as General Arrangement, Office Shelving, Counters, Show Windows, Signs in the Store, Farm and Garden Tools, Paints, and 55 other subjects of equal importance.

To present a young man with a copy of this book is to help him to succeed—to make him capable of doing BETTER and QUICKER work. The possibility of receiving it is an incentive to him, while the reading of it makes him take a keener and more intelligent interest in the store and its appearance—he will thus aid in INCREASING YOUR BUSINESS.

Take advantage of our Christmas suggestion and

ORDER AT ONCE

Price $3.00 Postpaid—Orders payable in advance.

MACLEAN PUBLISHING COMPANY, Technical Book Dept., **10 Front St. E., Toronto**

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Plainished copper, 33½ per pound.; plain, 28½c.

Iron Pipe — Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.-80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.-65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.-40.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.-50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 70c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

PRIZES FOR BEST WINDOW DISPLAYS

Two prizes of $5 each are offered for the best holiday window display sent in before January 1, 1908. The display must be made up of goods usually carried in a Hardware stock, and samples of ads. appearing in the local papers should accompany the photos. The editor will also pay $1 for the best dozen or more photos accepted for publication, so competitors should not endeavor to get cheap photos. Several photos had to be rejected last year for this reason. A brief description of how the display was constructed, with some information regarding results secured in sales of articles displayed, should also be sent with the photos.

How Prizes Will Be Divided

One of the prizes will be given to the winning competitor in a city of 25,000 or over and the other will be awarded for the best photo sent in by a hardwareman or clerk in a town or city of less than 25,000. In this way the dealers in the smaller towns will not be competing against the large city stores which have the most modern windows, lighting fixtures, etc.

Clerks who gain a reputation for good window displays will find the honor of winning this competition of greater value than any monetary prize we could offer. The opportunity presented should not be neglected. Prepare at once to arrange a display and send us a photo of the window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR HOLIDAY ADVERTISE MENT

The editor of Hardware and Metal offers a prize of $5 for the best advertisement of hardware articles published in a Canadian newspaper during the month of December.

Advertisements must be devoted to the sale of Christmas Goods, such as cutlery, sporting goods, household articles, sets of tools, lamps, silverware, shaving sets and any specialties sold by hardwaremen during the holiday season. Preferably the ads. should be from one to four columns in width rather than full page size, in order that each competitor will be on an equal footing.

Get Your Printer to Help

While the writing of the ads. must necessarily be done by a hardware merchant or clerk, the arrangement of the matter can be done by the local printer. Too often both merchant and country publisher neglect to give proper attention to the modern and attractive display of advertisements. Poorly set ads fail to bring the merchant proper returns and the merchant gets to look upon his ad. appropriation as a charitable contribution to the publisher. Both merchant and publisher are losers.

Ask your local publisher to cooperate in getting up a series of Christmas business bringing ads. and send in one or all of the series. The prize is worth getting but the experience is worth more than the prize.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR BEST SELLING PLAN

During the coming holiday season much will depend upon the methods of displaying goods, of arranging the store interior, of putting together some novel display fixture or table for the display of special lines, or of devising some original advertising scheme to sell goods. Every merchant should encourage his store assistants to put their brains to work to figure out special plans which will help to clean out the holiday goods in stock as early as possible. It might even be worth while to offer a prize for the best suggestion made by any of the store staff.

Prize of Three Dollars

Some merchants have adopted a "Children's Day" to interest the young folks, while others have had contests, with a large doll for a girl or a magic lantern for a boy. Still another plan is the distribution of checks good for ten or twenty-five cents on holiday goods of a certain value purchased at the store.

Take a photo of the special interior display, send us a copy of the printed matter or a description of the selling plan and forward to the Editor before January 1, 1908. A prize of Three Dollars will be given to the hardwareman or clerk who sends in particulars of what the editor considers the best and most original selling plan for holiday trade.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Children's Sleighs.

James & Reid, Perth, Ont., have issued an attractive catalogue, describing their make of children's sleighs. Merchants who have not ordered their Christmas supplies should write for a copy of this catalogue at once. The James & Reid make has been found satisfactory in the past, the frame being substantially constructed of steel.

Stevens' Shot Guns.

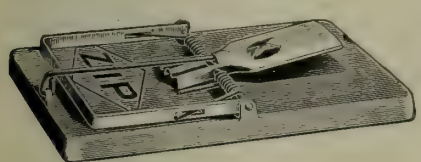
"Shot Guns for Trap and Field" is the title of an attractive catalogue recently published for the Stevens Arms and Tool Company, Chicopee Falls, Mass. The book contains engravings of the Stevens product in its different branches and the adaptability of the different gauges of shot guns is discussed and described with the aid of handsome engravings. Dealers who mention this paper can secure copies of the booklet on request.

CONTRIVANCES FOR CATCHING RATS.

The Animal Trap Company, which is a branch of the Oneida Community, Limited, is devising quite a variety of traps in appropriate sizes to meet every requirement of the trade and the consumer. But even the

Easy Set Trap.

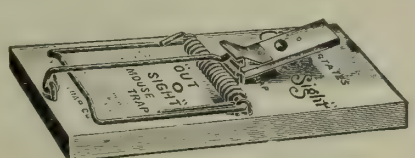
best of traps might lie on the shelves were not some pains taken to enlist the interest and attention of possible customers. With this view the Animal Trap Company have prepared and introduced a novel and effective easel box to stand on the counter and carry a supply of the well-known "Out-O-Sight" mouse and rat traps. Attractive and even artistic in form, it cannot fail to exert its appeal, and when properly placed it becomes a very efficient, though silent salesman.



Zip Metal Base Trap.

The "Out-O-Sight" mouse and rat trap is made in a new style which has been well received by consumers. The makers guarantee it to give satisfaction or refund the money.

The Blizzard traps are notable for their safety lever, which saves the fingers from being hit by the striker. Most of us at some time or other have



Out of Sight Trap.

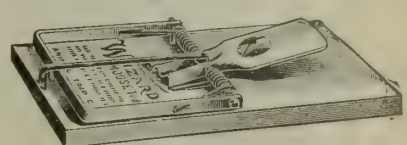
had the unpleasant experience of having our fingers rapped by some trap. In this trap the lever is also used to raise the striker and release the animal, so that one's fingers do not have to touch the iron which does the killing.

Among the other traps made by this company is the one known as Easy Set. All that is necessary to set it is to pull the bow back until it is engaged with the trigger. There is nothing complex to get out of order.

Some persons prefer a trap to have a metal base, so that the trap can be thoroughly smoked and freed from odors. Thus the trap can be used repeatedly without any loss of effectiveness. The zip traps possess this metal base, besides having a double tension flat bow and metal trigger.

The Wizard, however, retains the old-fashioned wooden base and has a flat wire bow. The metal trigger is so made that it is very easy to set this trap.

The conditions which customers have to contend with, vary in different cases; and the trap that might do for one would not suit another. The Animal Trap Company have studied the whole subject intelligently, and they have followed up their investigations in an enterprising manner by putting on the market lines of traps to meet every emergency.



Wizard Fleet Wire Bow Trap.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department. Questions Regarding Patterns Will Be Answered by Experts Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR "TEE" PIPE.

To draft a pattern for a tee pipe at any angle other than a right angle, let ABCD be the main pipe and EFGH the branch or tee. Describe the circles "O" and "O" and divide them into any number of equal parts as 1 2 3 4, etc. Draw lines parallel with AD and FE until they intersect at 1 2 3 4, etc. Then draw the line JK at right angles to EF; lay out on the line JK the same number of equal distances as in the circles "O" and draw lines from these points at right angles to JK as in Fig. 2. Then make 1 1 and 1 1 in Fig. 2=1 1 in Fig. 1 and 2 2 and 2 2=2 2 and 3 3 and 3 3=3 3 and 4 4 and 44=4 4 and 5 3 and 5 3=5 3 and 6 2 and 6 2=6 2 and 7 1=7 1. Then a line traced through these points will form the pattern. All edges must be allowed.

W. M. M.

RANGE BOILER CONNECTIONS.

Will hot water circulate properly from range to boiler when connected as I have tried to show in the enclosed sketch? I will be glad to have you answer it through your interesting paper.

Yours truly,

Timothy.

Toronto, Nov. 12, 1907.

In Fig. 1 are shown the connections as referred to by our correspondent except as regards the gas water heater. In Fig. 2 is shown a preferable arrangement which under ordinary conditions should work well.

When the connections are made as shown in Fig. 1, the circulating pipe from the range along the kitchen ceiling to the boiler would become airbound, as there is no relief or vent for the air that would accumulate. But in Fig. 2 a T is used at the highest point—the circulating pipe leading into the side out of the bottom and then on to the top of the boiler. This cold water to boiler being connected with a circulating tube inside the boiler (not shown). Off the top of the T is taken the supply pipe carrying the hot water to the various outlets. Through this pipe the air is carried off and prevents the accumulation of air occurring. An objection to such an arrangement is that no sediment cock can be conveniently placed in the circulating pipes—hence they are liable to be clogged in a short time. A better plan, however, would be to set the boiler closer to the range if at all convenient, which can generally be arranged satisfactorily.

The proper connection for the gas water heater is shown in Fig. 2. The side outlet of the range boiler should not be used for the lower connection of the gas water heater as it decreases the storage capacity of the boiler as far as the hot water is concerned, as the water below this connection would remain unheated. The effect is really to decrease the boiler size by an amount equal to the capacity of boiler from the outlet to the bottom of the boiler.

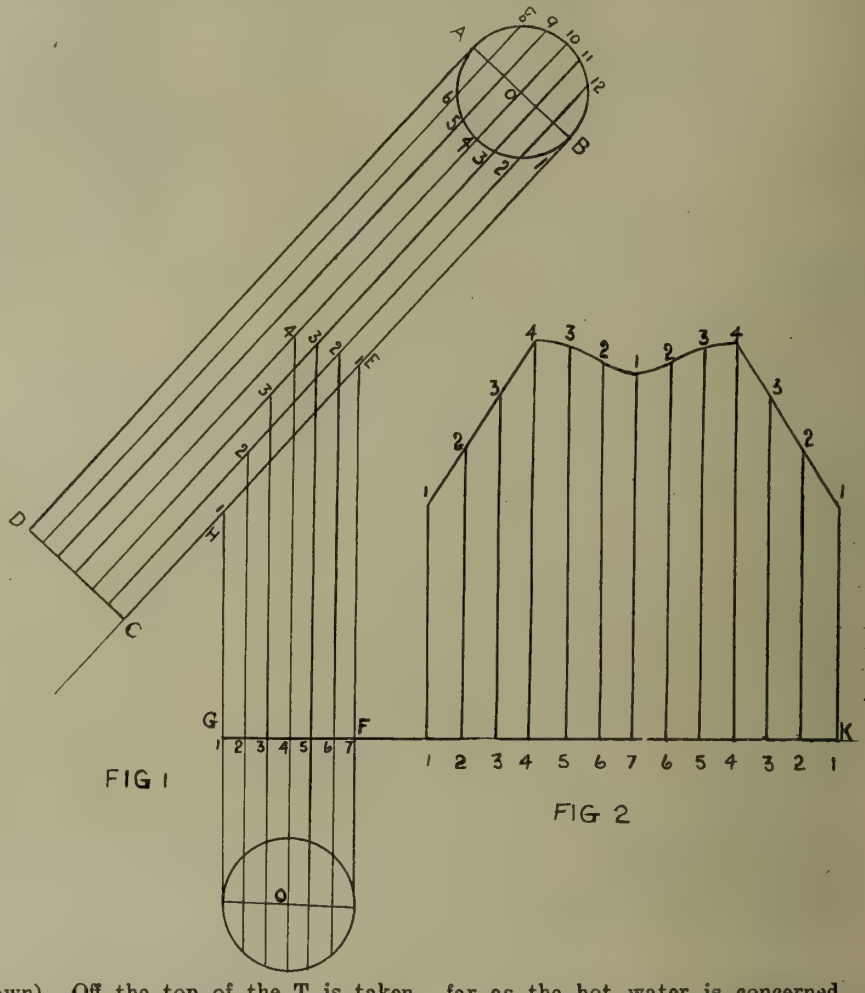


FIG 1

FIG 2

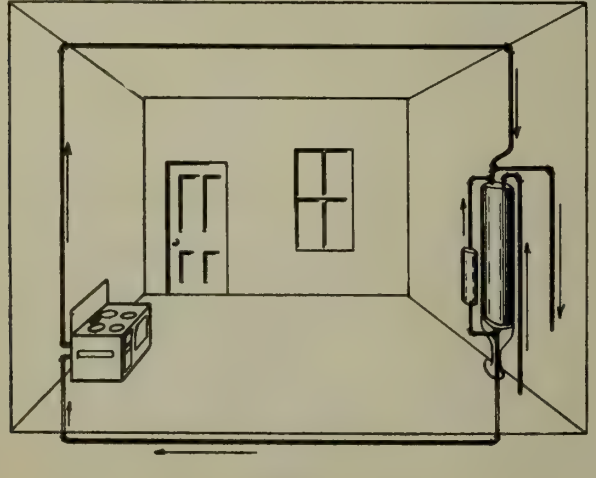


Fig. 1.

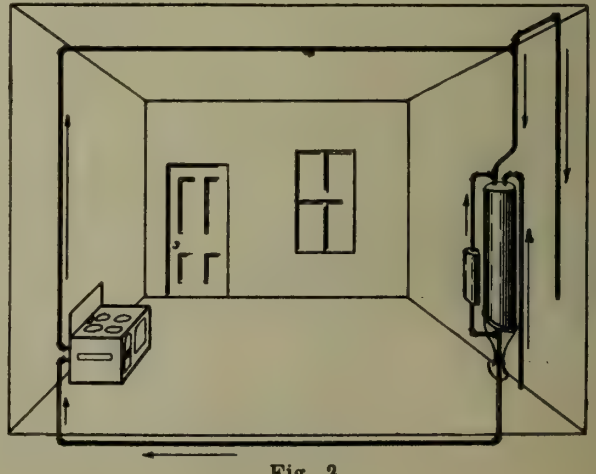


Fig. 2.

STOVE TRADE GOOD.

The demand for stoves and furnaces in Ontario has been quite satisfactory to dealers this fall. In some cases dealers have been unable to meet the demands on certain makes. This, however, is not general, though, the trade has been good, even better than that of last fall, which was considered a record by Toronto dealers. While the prices of stoves and furnaces have slightly increased, owing to the advance in the cost of material the trade has not dropped off in any district.

The merchants differ in opinion as to the results of the tight money markets, many are sanguine and predict a speedy change for the good, while others report that though business has been active, stringency will affect business from now on.

A noticeable feature this fall is the demand for a better class of stove than in previous years. On all sides merchants and manufacturers are expressing themselves as pleased with the weather conditions, which have been favorable to furnace contract work, although rather mild for the stove trade.

A HINT FOR RETAILERS.

The successful stove dealer must become familiar with the plan of learning what constitutes a good chimney, the main points being to see whether it is straight from top to bottom and if it is free from cracks and leaks. He should realize that when he connects a cooking stove with a chimney that is not eight inches square the chances of its proving unsatisfactory are greatly increased. A chimney must have height and if under ten feet the pipe might just as well be run up and fitted with a suitable cap. If there is any point in which the flue is contracted it hinders the draft and in cases is apt to prevent satisfactory results being obtained from the stove.

STOVE REMINDERS.

If a quantity of stove polish is arranged near the stove display, it will noticeably increase the sale.

* * *

Manufacturers are catching up with the demand for wrought iron stove pipes. All fall dealers have been complaining of a scarcity.

* * *

A thorough knowledge of a stove is important when talking to a prospective buyer. There may be some points which would increase your selling ability if you knew them.

* * *

Customers will get a bad impression of the store if counters and shelves are dusty. Be careful to dust the exposed stock every day, thus avoiding the possibility of soiling customers' hands and clothing.

* * *

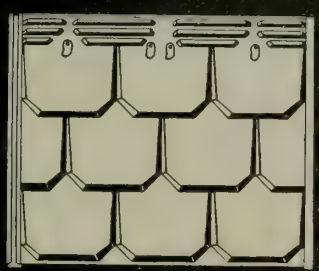
A feature about this season's trade is the demand for high-class stoves. Customers are finding the better grades the most economical. This is a good sign.

* * *

Numbers of devices for saving fuel are appearing on the market. Many are a part of the stove, others being attached to it and take the heat from the escaping smoke.

THE METALLIC ROOFING COMPANY LIMITED

"EASTLAKE"



STEEL SHINGLES

TORONTO, CANADA.

FOR THE ROOF

There's truest economy in choosing

"EASTLAKE"

STEEL . . . SHINGLES

They last indefinitely.

Are fire, lightning, rust and leak-proof.

Fit together perfectly by means of their special patented side lock, can't possibly work apart.

GALVANIZED "EASTLAKES" are heavily coated on both sides with all the galvanizing material that will adhere to them.

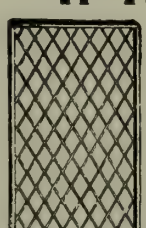
PAINTED "EASTLAKES" are thoroughly covered on both sides with Sherwin-Williams best paint.

"Eastlakes" have been tested by years of service in all climates, everywhere giving thorough, lasting satisfaction.

Write and let us give you further information.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg

"If It's Made of Wire We Make It"



Let us quote you when in need of

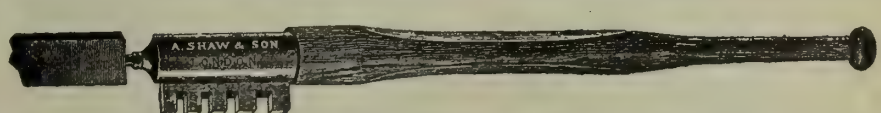
Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.

We have a splendid selling line of

Spark Guards and Fenders.

Illustrated list sent on application. "Write; and let us get acquainted."

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Developments.

The beach commissioners, Hamilton, are planning a waterworks system.

Lever Bros., Toronto manufacturers of Sunlight Soap, will erect an addition to their plant to cost $45,000.

Vancouver, B.C., will vote next month on a $150,000 money by-law to add a wing to the General Hospital.

Calgary, Alta., has decided to submit a by-law granting $35,000 to the Dominion Fair, for the purpose of erecting buildings.

Arrangements are being made for the construction of a long-distance telephone line from Fort Qu'Appelle, Sask., to Balcarres, a distance of 32 miles.

The contract has been signed by the mayor of Ottawa, on behalf of the city, for the construction by the Grand Trunk Railway Company of the new central station and hotel.

It is expected that the water system at New Liskeard, Ont., will be installed in one month. The work on the mains has been completed, and the pumping machinery will be erected shortly.

Plans have been prepared for the erection of a steel plant on the proposed property of the Royal Collieries, Lethbridge, Alta. The entire plant will be of steel, and will cost about $300,000.

The Nepean, Ont., Council have drawn up a by-law authorizing the raising of $10,000 for the erection of two steel bridges over the Jack River. The by-law will be submitted to the ratepayers in January.

The Ontario & Michigan Power Company will apply to Parliament for power to acquire and operate water powers on the Nipigon River, the Black Sturgeon River, and the Pigeon River in the Thunder Bay district.

The King Radiator Co., Toronto, had their first run of metal at the New Toronto plant on Thursday, Nov. 21. The plant has been running every day since, and next week will see all the machinery installed and the plant running full swing.

A Port Arthur despatch says that one of the largest mining deals in the history of the place, involving the expenditure of $500,000, will be completed this week. The purchasers are a New York syndicate. Thousands of tons of high-grade ore are in sight.

The British Columbia Electric Co. has commenced the equipping of an additional steam plant, at Victoria, B.C., which will, it is expected, give an additional 2,000 horse-power which will be utilized for supplying electricity for lighting and power purposes.

Dominion, N.S., is to have a water system, the cost of which will be in the neighborhood of $26,000. In one part of the town it has been found that the contour rose above the hydraulic gradient and in order to supply the whole town with water two electric pumps will be installed.

The report of the Montreal Steel Works shows that the company has been unusually busy during the last quarter, the output for September, October and November having been 40 per cent. in excess of any three months in the history of the concern. Both the preferred and common stock of the company pay a dividend of 7 per cent., and the year ending the 31st of December will show an earning capacity of double the amount paid to the shareholders. The company also reports a very busy year in its general departments.

Municipal Undertakings.

Revelstoke, B.C., has called for tenders for the construction of a sewage system in that town. Tenders will be received until December 17.

Kamloops, B.C., is to have a new courthouse and registry office, tenders for which will be received up to December 31. The work will comence in the spring.

New Westminster, B.C., is to have a new waterworks system, plans of which have lately been gone over. The town favors the wooden pipe main, which will likely be installed at a cost of $100,000.

The Montreal Fire Committee have submitted to experts the question of lighting the city by utilizing the heating capacity of the garbage, and the latter have reported that the garbage of Montreal has a heat value sufficient to generate all the power required for street lighting of the entire city, with a considerable balance left over for other purposes.

Railway Construction.

The C.P.R. are pushing the proposed branch line between Golden, B.C. and Fort Steele. Some time ago rails were laid to a distance of 12 miles from Golden. The new road will open up a fine expanse of country in British Columbia.

The Grand Trunk Railway will provide Toronto with the rails required for the Ashbridge marsh railway at a lower rate than the city could procure them. The company will also do the piling across the River Don for the actual cost of the work.

The Grand Trunk Railway have ordered twenty Richmond compound consolidated engines and thirty simple road engines from the Locomotive and Machine Company, Lonque Point, Montreal. The company have also ordered twenty simple road engines from the Canada Foundry Company. The whole number will be turned over to the railway during the firsst nine months of the coming year.

Two of the Westinghouse single phase locomotives (electrical) for use of the St. Clair Tunnel Co., in drawings trains through the Grand Trunk tunnel between Port Huron and Sarnia have arrived at the former place and will be placed in commission as soon as five more locomotives arrive. The normal capacity of one of these engines is 750 horse-power.

Building Notes.

About 800 residences were erected in Hamilton during 1907.

James Worts, Toronto, will erect a dwelling to cost $14,000.

R. Dale, Toronto, will build three brick dwellings to cost $7,000.

David Lavine, Toronto, will erect a brick dwelling at a cost of $5,500.

George Harron, Toronto, will erect two dwellings at a cost of $9,000.

C. Muffitt, Toronto, will build two stores and residences to cost $6,000.

Buildings to the value of $70,000 have been erected at Dundas during the year.

A permit has been issued for the new Salvation Army barracks at Brandon to cost $12,000,

The Canadian Birkbeck Investment & Savings Company, Toronto, will erect a four-storey brick office building to cost $120,000.

Permits have been issued to G. Wright, proprietor of the Walker House, Toronto, for sundry changes and alterations to cost about $30,000.

The 'Longshoremen's Union, of Montreal, has purchased a piece of land on Champ de Mars street, Montreal, on which they intend to erect premises next spring for the organization.

The Imperial Theatre Co., Winnipeg, with a capital of $200,000, have applied for permits for the erection of a new theatre in Winnipeg to cost $100,000. The site for the theatre cost $90,000.

Building permits to the value of $638,150 were issued in Toronto during November. In November, 1906, the figures for the month were $1,087,692. The total permits for this year to date are for $13,618,785.

Companies Incorporated.

The Auto-Strap Safety Razor Company has been incorporated at Montreal, with a capital of $20,000.

The P. T. Robertson Manufacturing Co., Hamilton, with a capital of $250,000, has been incorporated to manufacture tacks, nails, screws, etc. The provisional directors named are: P. L. Robertson, George Harvey, Stephen Cigar, A. E. Guidal, Russell Bewlby, W. G. Reid and H. B. Evel. The company will erect a factory on Lottridge Street at once.

The Stratford Manufacturing Co., Stratford, has been incorporated, to manufacture articles of wood and iron. The capital of the company is $40,000 and the directors are: A. P. Bayer, E. H. Arnold and W. E. Swartz.

The Berlin Construction Co., of New York State, has been granted a charter to conduct and contract for business pertaining to the building of canals, railroads, bridges, etc., in Canada. The company names Theodore P. Payne, Welland, as its Canadian attorney.

The Montreal Steel Works, a Quebec corporation, will take over the business of the Canada Switch and Spring Co., Montreal, and have also taken a license to do business in Ontario. E. G. Jackson, Toronto, is named as the attorney for Ontario of the company.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO.
Limited

MONTREAL

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

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or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

Remember, these goods are never sold by mail where a dealer will supply them. You guarantee them and we stand back of your guarantee. The owl's head on the grip and our name on the barrel attest the genuine.

Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

A Paint Catechism

By G. B. Heckel.

29. What are the characteristics of Barium Sulphate? Its chief characteristic is extreme chemical stability. It neither reacts nor forms a chemical combination with any other material used in paint making, and remains absolutely unaffected by the elements or by any gases or vapors found in the atmosphere. It is, in the full meaning of the term, inert. It is also practically colorless when mixed with oil, hence has no modifying effect upon colors mixed with it. It is, therefore, an excellent medium for diluting highly colored pigments, without modifying their tone; for diluting chemically active pigments and thus prolonging the life of the oil in a paint film; for modifying the spreading power of many finely divided pigments, and for increasing the thickness of the individual paint film. It has been long used for admixture with lead and zinc in white paints, and this addition is held by practically all competent authorities to increase the durability of such paints.

30. What is Silica (or Silex)? It is an oxide of the metal silicon, consisting of one atom of the latter with two atoms of oxygen. It is very abundant in the earth's surface and exists in many forms, of which quartz, rock crystal, amethyst, quartz, sand, are the most familiar. For use in paint manufacture it is prepared in several ways. By one method the transparent quartz rock is first disintegrated by heating and dropping into cold water, followed by grinding and bolting or water floating. In another fine quartz sand is similarly treated. Still another source of supply is the microscopic skeletons of diatoms found in the dry beds of geologic oceans. This grade is known as silicious earth, and requires only cleansing and bolting to fit it for use.

31. What are the characteristics of silica? Hardness, inertness and colorlessness. In oil it has even less color than barytes. It is used for practically the same purposes as the latter, and very widely as the mineral base of paste wood fillers, for which purpose it is generally held to be unequalled. In paints it is held by some paint manufacturers to be superior to other inert pigments because of what is termed its "tooth," meaning the firmness with which it takes hold on a wood surface and adheres to other coats of paint.

32. What is Magnesium Silicate? A complex combination of silicic acid with the metal magnesium and water of hydration. Serpentine, asbestus, jade and chrysolite are some of the forms under which it appears in nature. These forms are of great variety and shade into one another. The forms used in paints are generally modifications of talc and asbestus. For such use it is purified and ground to impalpable fineness.

(To be Continued.)

LOOK

in our Trade Catalogue No. 10, page 33, and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, ***and does it so well, we, our agents,*** and their customers are all satisfied.

MANUFACTURED BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Address: "MADDERETTE," LONDON

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works: Hague Street, Bethnal Green, London, E. (England)

SPECIALTIES:

Blues, all shades and qualities
Greens, all shades and qualities
Chromes, all shades and qualities
Imitation Vermilion and Carmine Lakes

Also all colours made from

Aniline, Cochineal, Madder, Wood Extracts, Lithol, Paranitraniline, etc.

To Paint Jobbers!

An old established British firm of Paint, Color, Varnish and Oil Manufacturers are desirous of placing their specialties on the Canadian Market and for this purpose would like to meet with houses of sufficient distributive ability in Montreal, Toronto, Winnipeg and Vancouver to undertake the sale of their manufactures for the various districts of which the above towns are centres. To firms offering a guarantee of a satisfactory amount of business and agreeing to stock the various lines, the exclusive sale for particular districts might be granted. Address in first instance with particulars of distributive organization and amount of business that could be done with good lines at competitive prices:—"PAINT," c/o Hardware and Metal, Montreal.

The Paint that spreads easy and spreads far, and which keeps its fresh lustre long, is the Paint worth while handling. That is the description of

NEW ERA PAINT

Why not write us about the profits?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses:

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

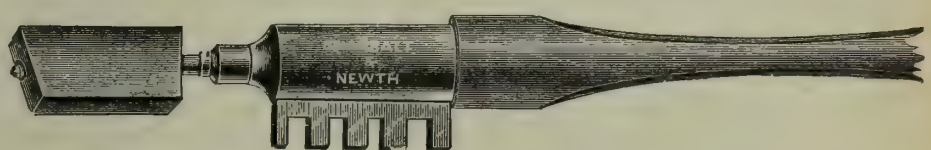
Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Paint and Oil Markets

TORONTO.

Toronto, Dec. 6.—The money scarcity, together with a feeling on the part of buyers that prices on many commodities will be reduced during the next few weeks, has caused the bottom to fall out of the retail trade and all the present conditions indicate that the local paint and oil markets will not regain much vitality until after the first of the year. Nearly all the local jobbing houses have called in their traveling salesmen and will not place them on the road again until the beginning of the new year. Knowing that they were on their last trip for the year, competition among traveling salesmen was keener than usual during the past week and this accounts in a large measure for much of the price-cutting which has undoubtedly been indulged in during the past few days.

Linseed Oil—There is little life in the linseed oil situation at the present time and buying for future delivery is nowhere thought of among retailers. Sorting orders received during the week are mostly for half-barrel or barrel lots, indicating the desire on the part of retailers to keep their stocks of oil down to the mimimum until money begins to circulate more freely. Since the reductions made in oil prices last week, there has been no further change in quotations. Raw, 1 to 3 barrels, 60c; 4 barrels and over, 59c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—The demand is very slack and most of the orders which are now coming in are for less than barrel lots. The cut made in the price last week has not been instrumental in stimulating trade to any noticeable degree; in fact, competition for business was so keen during the earlier part of the week that not a little price-cutting was indulged in by local jobbers. At present the market is quiet and price-cutting has largely ceased. Present prices are: Single barrels, 70c; 2 barrels and upwards, 69c; f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Varnish turpentine, 65c.

White Lead—Retailers are only buying for immediate requirements and, consequently, what little business is being done by local jobbers, is of the sorting order variety. Even jobbers themselves show a tendency to hold off from stocking up in this commodity until the market loses some of its uncertainty. Genuine pure white lead is quoted at from $7.25 to $7.15, and No. 1 at $6.90 to $7.

Red Lead—The market is dull with practically nothing doing. Prices are a trifle lower. We now quote: Genuine, in casks of 500 pounds, $6.15; ditto, in kegs of 100 pounds, $6.40.

Shellac—A fair demand exists for the first week in December, but quotations continue weak and further reductions may be looked for after the beginning of the year, on account of the declining price of shellac gum in the primary markets of supply. We still quote: Pure orange, in barrels, $2.35; bleached white, $2.25 per barrel; No. 1 (orange) $2.15.

Glass and Putty—Many repeat orders have been received for glass during the week and trade is well up to expectations for this time of the year. Sorting orders for putty continue to arrive but the demand is lessening week by week.

Petroleum—A normal December demand exists. Prices are as follows: Prime white, 14c; water white, 15½c; Pratt's astral, 18½c.

MONTREAL.

Montreal, Dec. 6.—The past week has been an active one, and generally speaking, trade in November has been exceedingly satisfactory taking all things into consideration. Some easing off is likely to be experienced very shortly, which is generally the case in the early winter months, unless general conditions in the country are particularly good.

Linseed Oil—A sagging tendency is noed in linseed oil, and quotations have been lowered 1c per gallon. We quote therefore: Raw, 1 to 4 barrels 59c; 5 to 9, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9, 61c.

Turpentine—The demand for varnish making seems to have met with a slight check and the call for turpentine is less active. Quotations have been lowered 1c per gallon, and are now, therefore: Single barrels, 70c; wood distilled turpentine, pure, 64c.

Ground White Lead—There does not seem to be a heavy demand for ground white lead, and the lower quotations noted last week have not stimulated sales to any marked extent: Government standard, $7; No. 1, $6.75.

Red Lead—Some fair lots have been shipped, and a good demand exists for the popular brands. We continue to quote: Genuine red lead, in casks, $6; in 100-pound kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6 and smaller quantities, $6.75.

Dry White Zinc—The market is stagnant, and prices are nominally as follows. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—A limited inquiry exists, and quotations are firm, as follows: Pure, 8½c No. 1, 7c; No. 2, 5½c.

Varnishes—This article has been in fair demand, but signs are not wanting that the call in December will be quiet.

Putty—Putty still keeps to the fore, and forms a good component part of each assorted shipment. Quotations are steady, as follows: Pure linseed oil putty, bulk, in 800-pound casks $1.75; in 25-pound iron drums, $2.05; in 25-pound tins (4 in a case), $2.15; bladder putty, in barrels, $1.95.

This mark

is your Protection

This White Lead is your Building's Best Protection

Sell, Buy and Use None Other for Unvarying Satisfaction.

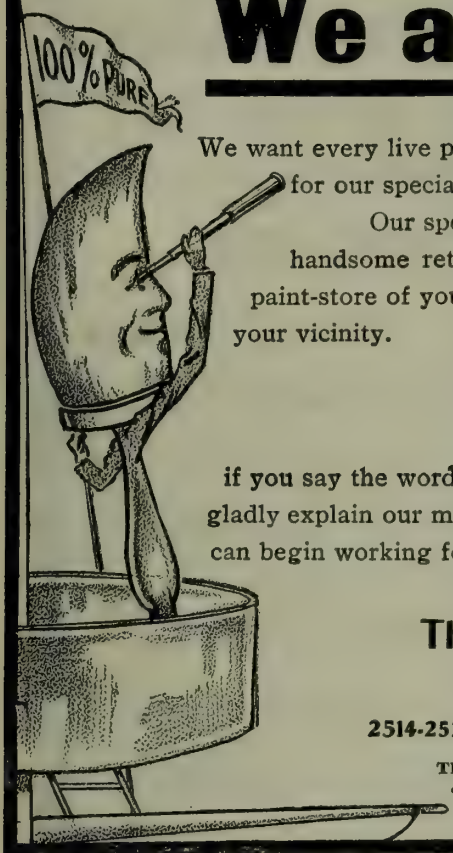
BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

MONTREAL HALIFAX
ST. JOHN WINNIPEG

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

We are on the Lookout



We want every live paint dealer who isn't handling **Martin-Senour 100 percent Pure Paint** to write for our special proposition to dealers.

Our specially prepared advertising campaign is a winner, and brings our dealers handsome returns in increased trade. We can make your establishment the popular paint-store of your town, and put you in touch with the very cream of the paint trade of your vicinity.

We Will Do It

if you say the word. If you are with us, write today for further information and we will gladly explain our method. Don't delay. The sooner you get in touch with us, the sooner we can begin working for your interest. We are yours for your greater success and profit.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

Paris Green—Fresh prices for this line have been issued, and we now quote: Barrels, about 600 pounds, 24½c per pound; arsenic kegs, 250 pounds, 24¾c per pound; 50-pound drums, 25¼c per pound; 25-pound drums, 25¾c per pound; 1-pound packets, 100 pounds in case, 26¼c per pound; 1-pound packets, 50 pounds in case, 26¾c per pound; ½-pound packets, 100 pounds in case, 28¼c per pound; 1-pound tins, 100 pounds in case, 27¼ per pound.

TORONTO BRANCH OPENED.

The Standard Paint and Varnish Co., Windsor, have opened a branch at 10 and 12 Lombard street, Toronto, under the management of Frank H. Brain, a Toronto boy who has had an extensive training in this line. For six years he represented John Lucas & Co., Philadelphia, on the road, being more recently with the Buffalo Paint & Varnish Co., Buffalo. The company are extending their business in the west, branches having recently been opened at Portage la Prairie and Vancouver.

PAINT MEN RETURN EAST.

John Irwin has resigned his position as manager of the paint department of the Marshall Wells hardware Co., Winnipeg, and on Tuesday of this week left Winnipeg for Montreal. He is succeeded in his position by Geo. Hamm, who for the last 18 months has been connected with the Marshall Wells Co., but previous to that was with Emerson & Fisher, St. John, N.B.

Mr. Irwin came to Winnipeg three years ago to establish a western branch for Henderson & Potts Co., Montreal. He succeeded in building up a big business for his firm, being rendered able assistance by the popular "English" paint specialist, H. V. Lawlor, who came west with him. About two years ago the Marshall Wells Co. became western selling agents for "English" paints and Mr. Irwin was appointed manager of their paint department. He is now returning east to open in Toronto a western Ontario branch for his old firm, now known as Brandram-Henderson, Ltd. Mr. Lawlor will follow him shortly, but is at present convalescing in St. Boniface Hospital, where he underwent an operation more than a month ago. He will travel in Ontario eight months in the year and in the west the remaining four.

Messrs. Irwin and Lawlor have made hosts of friends for themselves and their goods among the western trade and there is general regret at their decision to return east. They carry with them the best wishes of their legion of friends.

CONFISCATE ADULTERATED OIL.

The Minnesota food department which has in charge the enforcing of the law regulating the sale of linseed oil, has determined to confiscate adulterated linseed oil hereafter found in the state.

The law prohibits the sale of adulterated linseed oil and heretofore the department has contented itself with making an occasional prosecution in the hope that it would not be necessary to proceed further. Now, however, the officials have arrived at the conclusion that this is not enough and that the adulterated oil must be gathered in by the state if the proper progress is made.

DAMP-PROOF GLUE FOR CAN LABELS.

An American exchange says it is not generally known that a fair knotting varnish free from surplus oil is by far the best adhesive for fixing labels, especially on metallic surfaces. It dries instantly, ensuring a speedy job. It has great tenacity, and is not only absolutely damp-proof itself, but is actually repellent of moisture to which all water pastes are subject. It costs a trifle more, but the additional expense is often infinitesimal compared with the satisfactory results.

PAINT TRADE IN STATES.

At the recent meeting of the National Paint, Oil and Varnish Association of the United States, the committee on dry colors reported as follows:

The notable characteristic of the year in dry colors has been advances on many items, particularly the yellow, green and blue colors, due to sharp advances in raw materials. The manufacturers of dry colors for the trade still maintain that the margin of profit is much too small on staple colors, due to factory capacity remaining greater than the consumptive demand, and the profit possible being too small to warrant extensive improvements or expenditures on cost of production, which the manufacturers deem desirable, if not necessary. Business, however, in all lines of colors has been brisk and probably all the manufacturers will show an increase over business for last year.

The new mixed paint laws as enacted or proposed by several State Legislatures have been a source of more or less confusion to the paint manufacturer, a condition which directly concerns the dry color manufacturers, particularly of earth and oxide pigments. There seems to be a tendency towards the standardizing of such pigments, but their very nature makes this a matter of great difficulty, and it is an open question whether this is possible or desirable.

In many cases the manufacturer of mixed paint, finding it necessary to label his product with an exact statement of composition, has called upon the manufacturer of dry colors to supply low priced material with a maximum variation of less than two per cent. In some cases this is absolutely impossible, as with ochres, umbers, siennas and oxides produced from native ore the variation from the same mine and with the same process of manufacture will often show over ten per cent. difference, and this is something which may be expected to continue for all time.

In the case of venetian and oxide reds the manufacturers seem to be willing to regulate the variation in composition to say five per cent., but closer than this it is probable that conditions will not permit.

On the higher grade of mineral and chemical colors it is possible to procure goods that will run very closely to the average analysis.

The subject is an interesting one and vital to all manufacturers of colors in oil and mixed paints who sell their products in states where a labelling law is probable or actually existent.

Reflections: "By the Way"

KING BUG:

"AS we journey through life let us live 'By the Way'"

QUEEN BUG:

"I have partaken of the C. P. CO'S Paris Green. Alas! I am falling "By the Way"

Every good hardware shop sells the Paris Green made by

THE CANADA PAINT COMPANY, LIMITED

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

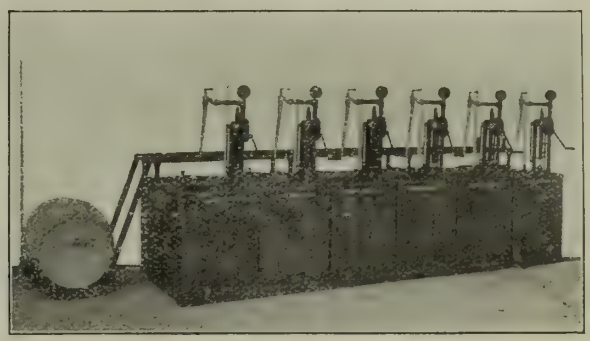
Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

Keep Your Oil Room Clean.



A Bowser Outfit will keep your oil room perfectly clean and neat, because it does away with leaky barrels and cans; dripping faucets and sticky funnels and measures.

The photograph illustrates six outfits suitable for any oils from the lightest to varnishes, shellacs, etc. Note barrel track and hoist for convenience in filling tanks. No matter whether you handle one or a hundred oils, an outfit of this kind will meet your needs.

Write for Catalog V—it tells more about the Bowser Oil Tanks.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English **Varnish**

For all **Purposes**

FALCON TRADE MARK

TRY OUR

"Aluminum Paint"

For Radiators, Hot Water Pipes and fancy Wood and Metal Work about the home.

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THE BANK OF MONTREAL

The ninetieth annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the institution yesterday, at noon.

There were present :—Sir George Drummond, K.C.M.G., president ; Mr. E. S. Clouston, vice-president and general manager ; Sir William C. Macdonald, Sir Robert G. Reid, Hon. Robert Mackay, Messrs. James Ross, R. B. Angus, A. T. Patterson, James Croil, W. H. Evans, R. C. Fisher, A. C. Lyman, H. W. Aird, W. B. Blackader, C. J. Fleet, K.C.; James Kirby, K.C.; E. Goff Penny, James Tasker, G. F. C. Smith, Henry Dobell, Richard White, Huntley Drummond, F. S. Lyman, K.C.; M. S. Foley, B. A. Boas, R. W. Shepherd, Henry Mason, William Stanway, B. Dawson, A. G. Watson.

On motion of Mr. R. B. Angus, Sir George Drummond, President, was unanimously voted to the chair, and after this, it was resolved : "That the following be appointed to act as scrutineers ; Messrs. F. S. Lyman, K. C., and G. F. C. Smith ; and that Mr. James Aird be secretary of the meeting."

Mr. E. S. Clouston then submitted the report of the Directors as follows :

THE DIRECTORS' REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1907.

Balance of Profit and Loss Account, 31st October, 1906		$ 159,831 84
Profits for the year ending 31st October, 1907, after deducting charges of management, and making full provision for all bad and doubtful debts		1,980,138 04
		$2,139,969 88
Dividend, 2½ per cent., paid 1st March, 1907	$360,000 00	
Dividend, 2½ per cent., paid 1st June, 1907	360,000 00	
Dividend, 2½ per cent., paid 1st September, 1907	360,000 00	
Dividend, 2½ per cent., payable 1st December, 1907	360,000 00	
		1,440,000 00
Balance of Profit and Loss carried forward		$699,969 88

Since the last Annual Meeting Branches have been opened at Medicine Hat, Alta., and Charlottetown, P.E.I., and sub-Agencies at Chilliwack, B.C., Summerland, B.C., Rosenfeld, Man., Westminster Avenue (Vancouver), Hull, P.Q., St. Roch's (Quebec), Maryville, N.B., and Dundas Street, (Toronto). Arrangements have also been made for opening a Branch at Prince Rupert, B.C.

On 20th April last the Bank acquired the business of the People's Bank, of New Brunswick, at Fredericton, N.B.

All the Offices of the Bank, including the Head Office, have been inspected during the past year.

G. A. DRUMMOND,
President. Bank of Montreal,
Montreal, 2nd December, 1907.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:

There is not much in the General Statement, laid before you, calling for special comment. Deposits not bearing interest have temporarily increased since last year $5,200,000. Deposits bearing interest have decreased $9,000,000; partly through the withdrawal of funds for railway construction and partly owing to our depositors making more permanent investments in securities at the present tempting low prices. There has been, however, a satisfactory and general increase in our regular deposit business through the entire Dominion. To meet the special withdrawals and to provide for the increase in our current loans in Canada, we have reduced our call loans in other countries $6,400,000. Our profits have been satisfactory, showing $1,180,000, as against $1,797,000 last year. The Bank Premises Account remains at the nominal amount of $600,000. Every year a certain expenditure will be made on this account, and I do not see that any good object will be served by increasing the figure at which it stands.

Early in the year, in view of the approaching stringency in the money markets of the world, we slightly advanced our rates of discount, not so much with a desire to increase our profits, but more to give a practical indication to our customers of our expectations of the trend of financial affairs, and to impress upon them that in the conduct of their business they must bear it in mind, and govern themselves accordingly.

The stringency is largely the result of universal prosperity, and as a natural consequence the world has been spending more and saving less. This state of affairs will cure itself by retrenchment. When it comes suddenly, as it usually does, it brings many hardships, but we well eventually reach a much better and sounder basis, though the process may be, in the meantime, somewhat unpleasant. Still, in Canada, where we have been exceptionally prosperous for several years, we can stand a temporary reverse without serious consequences, and I do not look for a reaction on anything like the scale which we experienced in previous similar epochs.

Owing to the lateness of the crop in the Northwest, the approaching closing of lake navigation, and the fact that a considerable portion of the wheat was low grade, a fear was expressed in some quarters that sufficient funds would not be forthcoming to satisfy the abnormal pressure to move the crop promptly. To meet this, the Government asked the banks to co-operate with them in assisting the export of wheat as rapidly as possible. The joint action has had the desired effect, the crop is now being forwarded in a normal way, and there are buyers for all grades of wheat in the market. There is one factor in the condition of affairs in the Northwest which must not be lost sight of, and that is the large amount of low grade wheat in this year's crop, making it a much more risky one for exporters to handle, and rendering it necessary for banks to be more careful in granting credits.

I wish to allude briefly to some criticism which has recently been made in the press respecting the practice of Canadian banks in keeping a portion of their reserves in other countries. The aggregate of call and current loans by the banks elsewhere than in Canada, approximating at times $100,000,000, has been cited as evidence that these institutions are not serving the needs of Canadian borrowers as freely as they might, were all the money loaned in this country. In the first place, let me point out that a year ago, when these loans abroad, in England, the United States and other countries, amounted to $96,000,000, the banks had deposits made with their foreign branches of $55,000,000; so that the actual net amount of foreign loans was only some $41,000,000. Every dollar of this money is loaned on call at short date, upon the most ample security. It constitutes a part of the reserves of Canadian banks. If to-morrow we were to call in the whole of our loans of this class, which are at all times immediately available. the mercantile public of Canada would derive absolutely no benefit from the action. Being a portion of our reserves, the choice given the bank is between retaining the money unproductive in its vaults, or lending it at call upon interest in foreign financial centres. We adopt the latter alternative, as being in the interest not alone of the shareholders, but of the commercial community of Canada.

Let me illustrate this by a concrete case. A year ago the banks had $96,000,000 loaned abroad; to-day these loans amount to $73,200,000, a reduction of $23,000,000. In the same period current loans in Canada have been enlarged by $48,000,000, and the cash reserves have been increased upwards of $5,000,000; that is to say, as occasion warranted the banks have drawn upon their reserves abroad to meet requirements at home, and have carried on the process with as much facility as if the reserves had been stored in

their own vaults. Assume that these call loans on readily realizable securities protected by ample margins, had been in the same markets in Canada, and that the money was required for commercial purposes, does anyone suppose that the sudden calling in of the loans would not have been attended by most baneful effects? In making such loans here we would probably have enhanced local stock market values unduly, to be followed by a sharp collapse and serious losses upon their sudden withdrawal. The employment by Canadian banks of a portion of their reserves in call loans abroad is not a new policy. It has prevailed from the beginning of our banking, and is in the interests alike of bank shareholders and bank depositors.

I wish also to correct another erroneous impression which appears to have crept into the public mind, and that is, that in consequence of the financial condition in the United States our loans are tied up and the money cannot be brought into Canada. I have no hesitation in saying that there has been no time during the present crisis when we could not realize all our call loans in the United States, and transfer the proceeds to England, whence we could easily import gold here if it should be considered advisable. But as we know how liquid and available they are, we continue to retain all that is not needed here, both as part of our reserves and as a valuable aid to our international exchanges.

GENERAL STATEMENT.

The General Statement of the position of the Bank, 31st October, 1907, is as follows :

LIABILITIES.

Capital Stock		$14,400,000 00
Rest	$11,000,000 00	
Balance of Profits carried forward	699,969 88	
	$11,699,969 88	
Unclaimed Dividends	1,898 01	
Quarterly Dividend, payable 2nd December, 1907	360,000 00	
		12,061,867 89
		$26,461,867 89
Notes of the Bank in circulation	$12,500,549 00	
Deposits not bearing interest	36,043,275 92	
Deposits bearing interest	90,094,882 91	
Balances due to other Banks in Canada	134,193 13	
		138,772,900 96
		$165,234,768 85

ASSETS.

Gold and Silver coin current	$ 7,729,734 99	
Government demand notes	4,320,385 25	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	550,000 00	
Due by agencies of this bank and other banks in Great Britain	$ 4,530,021 75	
Due by agencies of this bank and other banks in foreign countries	3,084,813 32	
Call and short Loans in Great Britain and United States	23,341,220 00	
	30,956,055 07	
Dominion and Provincial Government Securities	1,329,927 69	
Railway and other Bonds, debentures and stocks	9,556,819 75	
Notes and cheques of other Banks	4,820,335 09	
		$59,263,257 84
Bank Premises at Montreal and Branches		600,000 00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	105,107,113 91	
Debts secured by mortgage or otherwise	172,527 45	
Overdue debts not specially secured (loss provided for)	91,869 65	
		105,371,511 01
		$165,234,768 85

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 31st October, 1907.

THE PRESIDENT'S REMARKS.

The President, in moving the adoption of the directors report, said:

Our review would be imperfect without reference to the startling financial collapse which has taken place in the neighboring Republic. It first evidenced itself in the decline in values of stocks and securities of all kinds and this shrinkage, before long, assumed unexampled proportions as the supply of credit for speculation failed. The distrust spread to banks and trust companies, and was duly followed by the hoarding of currency, and, of course, a serious interference with ordinary commercial transactions and undertakings. As a result of this declination of credit, the suspension or failure of several important financial institutions ensued.

Following, as this reverse did, on a period of unexampled prosperity and inflation, during which credit was abundant, capital poured forth freely, with in consequence a more or less general rise in the price of commodities and labor, when sound principles of finance were forgotten, and fictitious capital created to an enormous extent, it was only consistent with all previous experience, and apparently inevitable, that a reaction should come. To this result, various causes contributed. Among the most prominent was a wave of distrust and hostility to corporations and capital, which seems to have passed over the United States, and for which some justification was given by the management of some great companies within its borders. This hostility to corporations, to my view, merely hastened the coming and added to the violence of a collapse, bound to come anyway.

Strangely enough, the hostility to which I refer has manifested itself strongly against railways, in spite of the fact that railways on this continent have been constructed and are operated at least as cheaply and efficiently as anywhere in the world, with a consequent preponderating influence on the development of the country and a substantial assistance in raising the price receivable by the agriculturalists for their produce.

No doubt all these disturbing conditions may be expected to pass away and normal and saner views once more rule, and it must not be overlooked that all the present trouble leaves the resources of that country practically undiminished and its powers of recuperation unimpaired.

Here in Canada we have escaped most, if not all, of the troubles of our neighbors. The collapse in stocks has, no doubt, affected many investors, but beyond a certain tightening of the money market and advancing interest, I see no evidence of serious ill effects. The banks have been acting with caution and reserve, which is eminently proper with a conflagration raging next door; but, as the detailed review which follows will show, consumptive demand has been good, and the excellent business of the early part of the year has shown little abatement up to the present time.

Woollens—A good volume of trade in imported goods; our home mills not flourishing under increasing importations.

Boots and Shoes—The advance in leather has left insufficient margin, and spring trade is expected to be short.

Lumber—Exports to Great Britain have fallen off, though the total exports may exceed $30,000,000. The limitation of credit will affect the winter's output, which is expected to be

considerably curtailed, and wages are declining accordingly. The demand for pulpwood for the United States continues, and offsets the diminished trade in other directions.

Iron and Hardware—The total business large, symptoms of retrenchment now apparent.

Chemicals—Report an increase of 10 to 20 per cent. over last year.

Grocery trade—Large trade, with fair profits, with, however, the usual lull at this season.

Dry goods trade has been good, though, in common with other business. a lessening is now visible.

Cotton manufacturers have had a busy season, and largely exceed 1906.

The failures of the year do not show a material difference from 1906, being for the whole country 1,187 in number, with liabilities, $10,259,512, as against 1,257, wth liabilities, $9,954,821 for the year 1906.

Notwithstanding reduced crops, the farmer is being recouped by higher prices: 25 to 28 cents per bushel for wheat; 16 to 17 cents per bushel for corn; 14 cents per bushel for peas; 15 to 16 cents per bushel for oats; $4 to $5 per ton for hay. Against this must be set the fact that poor crops ruled in this province and feed of all kinds is scarce and dear.

The shipping interests have participated in the general prosperity of the country. The passenger traffic has been large, both eastbound and westbound, and of all classes—cabin, intermediate and steerage. A noteworthy feature is that numbers of the latter, who, being immigrants in the spring, become emigrants in the autumn, with the intention merely of spending the winter with their kindred and of returning to their work with the advent of spring. The volume of import traffic has been large, and freight rates remunerative. The volume of export traffic has also been large, but freight rates have ruled low. Altogether it may be said that the oversea trade with British and continental ports has been profitable to the shipowner.

Canada has experienced a decade of remarkable commercial expansion. Ten years ago our total foreign trade on the basis of imports for home consumption and domestic exports, amounted to $234,926,000; in 1907, on the same basis, it reached $571,783,000, showing an increase of no less than 143 per cent. According to the census of 1901, our population was 5,370,000 and in the six years which have since elapsed the returns show some 930,000 immigrants to have entered the country for settlement, and adding to these the natural increment, our population to-day is approximately 6,600,000, representing a gain of 23 per cent., as compared with a gain of 143 per cent. in foreign trade. These figures indicate an extraordinary period of commercial development, perhaps unparalleled in any other country.

Domestic trade, measured by the amount of currency in circulation, is seen to have experienced a similar expansion. In ten years the circulation of Dominion notes of small denominations has risen from $7,560,000 to 16,430,000, or upwards of 100 per cent., while the bank note circulation has expanded from $36,000,000 to $84,290,000, or 135 per cent. These returns are certainly most gratifying, indicating the great natural wealth of the Dominion, the capacity and enterprise of our people.

That the trade has proved profitable and contributed to the enrichment of all classes, the public deposits in the banks, chartered, Government and savings, attest. Since 1897 the aggregate of these deposits has mounted up from $270,000,000 to $677,400,000, and in the last six years the deposits of the public in the banks have increased from $74 per head of population to $103 per head.

This is the bright side of the shield; what of the reverse? We have had, the country over, a somewhat unfavorable year for agriculture. Inclement weather has reduced the product of cereals, hay and feed, below the normal, and the important dairy output has also been diminished. Higher prices of farm products of all kinds prevail, and it is believed that the higher prices will compensate the farmer for the lessened supply.

The foreign trade balance is running somewhat heavily against Canada. In the five years, 1898-1902 inclusive, the excess of our imports over exports of domestic products was only $25,250,000, the smallest adverse balance of trade in the history of Canada in a like period. In the five years elapsed since 1902 the value of imports for home consumption has exceeded the value of domestic exports by no less than $291 850,000, and in the fiscal year ended June 30th, 1907, the excess of imports was $118,760,000, the greatest in our history. This balance has to be liquidated sooner or later. Foreign loans assist materially in the process, and in the nature of things Canada will borrow largely in the future to carry on the development of her resources. The condition of the foreign money markets may, however, temporarily check the flow of capital into this country, and reduce somewhat the activity of enterprises which contribute to the commercial industrial prosperity of Canada.

A good deal depends on the duration of dear money in the financial centres of the world. and, not having the gift of prophecy, I refrain from expressing any opinion on that point. What the situation does appear to counsel, is the wisdom of refraining from speculative ventures, from embarking much in enterprises in new fields, until capital flows more freely The general state of trade I believe to be sound, and if we have reached a period of pause, if the pendulum is to swing back somewhat, there is no reason to believe that the recoil will be severe or protracted. The large emigration we are now receiving, the opening of new territory by railway construction, give reasonable assurance of continued commercial progress, while our financial and banking methods are so sound and conservative as to mitigate, when they cannot altogether prevent, the severities of the natural law of reaction.

I beg to move: "That the report of the directors now read, be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

The motion was seconded by the Vice-President, and was unanimously adopted, without discussion.

Amendments to By-laws.

The President then said: On behalf of the Directors, I beg to state that, after consideration, they recommend the directorate be increased from ten to twelve members. To effect this will require a change in the by-laws, and I therefore now move: "That Shareholders' By-law No. III. be amended by replacing the word 'ten,' in the third line, by the word 'twelve,' the by-law, with this exception, remaining the same."

This was seconded by Mr. A. T. Paterson, and was unanimously concurred in.

The President—This will necessitate a change in By-law No. IX., which states: "In each year any sum of money not exceeding twenty-five thousand dollars currency may be taken by the Board of Directors from the funds of the Bank as remuneration for their services as Directors." In consequence of the increase in the number of members of the Board, from ten to twelve, it is necessary to change this by-law. It is therefore proposed that the sum do not exceed thirty-five thousand dollars; and I move that this change be made. In 1900, when the present number of directors and the sum of twenty-five thousand dollars was made the rule, the position of the Bank was just a little less than half of what it now is. The increase has been more than the doubling of all the main items in the Bank's financial statement. In 1900 the assets were $79,000,000, and now they are $165,000,000; the loans were then $53,000,000, and now they are $105,000,000.

Mr. A. T. Paterson seconded the motion for the changing of the by-law, and it was unanimously agreed to.

Mr. Croil's Address.

Mr. James Croil then spoke as follows:

The honor of moving a vote of thanks to the Directors at this time has devolved on me, in consequence of the discovery made in the Transfer Department the other day, that your humble servant is supposed to be the oldest Shareholder in the Bank of Montreal alive at the present time, his connection with the Bank dating from 1847.

In looking back through that long vista of sixty years it is difficult to realize the wonderful changes that have taken place in the trade and commerce of the country and in the development of its varied resources, not to speak of the marvelously increased facilities of intercommunication by land and water.

And I confess that, in attempting to say a few words on this occasion, I

feel myself to be in a tight place. Were this a missionary meeting, and these gentlemen all "true blue Presbyterians," I might be able to say something suitable to the occasion; but I fear they have not all been drilled in the Shorter Catechism as thoroughly as I was, which, of course, is their misfortune rather than their fault.

I have attended many bank meetings in my time, but this is the first occasion on which I have ever opened my mouth to address such a meeting as this; and as it is likely to be the last, I must crave your indulgence, and ask you to overlook anything I may say out of the way, and attribute it to my youthful inexperience.

My first voyage to New York, in 1841, was made in forty days, then accounted a fast voyage for an emigrant ship. The Lucania trotted leisurely across the ocean's race course last month in four days and nineteen hours! Such is the advance of ocean navigation in these sixty-six years. The journey from New York to Montreal then took four days, for we did not travel by night. The last stage was by the rickety railway from St. Johns to Laprairie—seventeen miles—then the only passenger railway in Canada. It was opened in 1836. In 1905, Government reported 21,394 miles completed, with some 4,000 miles under construction, actually more than all the British mileage in that year (21,174). In the sixties, Lord Milton and Dr. Cheadle took twelve months to cross the continent from Toronto to the Pacific; and had to eat one of their horses, as lean as themselves, before they completed their journey. To-day you may travel from Montreal to Vancouver in your luxurious Pullman car in less than ninety hours! Thanks to two of your past presidents—Lord Mount Stephen and Lord Strathcona, and the far-seeing Government of the day.

When I began farming in Ontario, we had neither mowing, nor reaping, nor threshing machines, and the women had no sewing machines. I threshed my first crop of grain in the same way that Ornan, the Jebusite, did 3,000 years before, and learned the meaning of the Mosaic injunction: "Thou shalt not muzzle the ox when he treadeth out the corn."

There was no money in circulation in those days. Everything was done by barter. The surplus products of the farm were exchanged by the storekeeper for his dry goods and groceries. Most obliging of men was the storekeeper. He gave unlimited credit. If the account was overdrawn, he took a little promissory note; when that matured, it might be renewed, with compound interest added; when that fell due, if not paid, he took a little mortgage; and, as a last resort, in many instances, he took the little farm.

Canada was then in many respects a terra incognita, consisting of half a dozen of provinces, knowing about as much of each other as they did of the South Sea Islands, with differing laws, tariffs and currency. The postage on a letter from Ontario to Halifax was 2s. 3d. Now a letter of an ounce weight can be sent to the ends of the earth for two cents. Among the monetary institutions of the country at that time, in good standing, was the Bank of Russico, in Prince Edward Island. Its capital was £1,000, Halifax currency. It had no rest at all. A thrifty farmer was the sole stockholder, the president, general manager, and teller of the Bank. It frequently happened that a customer had to go out to the field and bring the cashier away from the tail of the plough!

When I entered into partnership with the Bank of Montreal in 1847, its capital was $3,000,000 and Rest not quite $100,000. To-day, its combined Capital and Rest is $25,400,000; it has 134 branches and agencies, and a staff of more than 1,000 persons in its employ. It ranks among the great banks of the world.

Mr. Alexander Simpson was the cashier till 1855 and was followed by Mr. David Davidson, who became the first general manager in 1862 till March, 1863. Mr. Davidson was an uncle of the present Archbishop of Canterbury. He became manager of the Bank of Scotland, the oldest in Scotland (founded in 1695), and during his term of office the splendid banking house on the Castle Hill took its present stately form—one of the finest edifices in "Auld Reekie" to-day.

Singularly enough, the Bank of England was founded by a Scotchman in 1694, and the Bank of Scotland by an Englishman in the following year, and by its act of incorporation it was accorded the sole privilege of banking in Scotland for twenty-one years.

Mr. Davidson was followed here by Mr. E. H. King, as general manager—1863-1869. During that short time the business of the Bank of Montreal increased by leaps and bounds. On his retiring, the old saying became rife: "What can the man do that cometh after the King?" But the men who came after Mr. King worthily upheld the traditions of the past. Mr. R. B. Angus, 1869-1879; Mr. C. F. Smithers, 1879-1881; Mr. W. J. Buchanan, 1881-1890, and Mr. E. S. Clouston, our able and accomplished general manager to-day, since 1890.

The President of the Bank in 1847 was the Hon. Peter McGill, who was twice Mayor of Montreal. I have good cause to remember Mr. McGill, for it was from him I purchased the old Crysler Farm, where I earned my bread for twenty-five years, by the sweat of my brow. The presidents of the Bank following Mr. McGill were:—Mr. T. B. Anderson, 1860-1869; Mr. E. H. King, 1869-1873; Mr. David Torrance, 1873-1876; Mr. George Stephen, (now Lord Mount Stephen), 1876-1881; Mr. C. F. Smithers, 1881-1887; Lord Strathcona, 1887-1905; Sir George Drummond, since 1905.

Among other officers of the Bank I retain a pleasant recollection of old Mr. Franklin, who dealt out his dividend cheques with a smiling face during twenty-eight years, up to 1879, as has since been done by Mr. Smith, of the Transfer Department, until now.

For several years we received dividends and bonus at the rate of 16 per cent.; from 1871 to 1874, we got 12 per cent. annually; since then the rate has been uniformly 10 per cent.

The highest price for Bank of Montreal stock in the market was $310 (per $100) in June, 1870, the par value of the shares being then $200 per share. The lowest price on record since 1847 was, in like manner, $108, in June, 1857.

In 1847, there were six chartered banks in British North America, all of which are still in existence, as per the following classification:—

Name.	Founded.	Paid up capital.	Rest.	Total capital.	Paid dividend p.c.
Bank of Montreal	1817	$14,400,000	$11,000,000	$25,400,000	10
Bank of N. Brunswick	1820	709,380	1,195,428	1,904,808	12
The Quebec Bank	1822	2,500,000	1,250,000	3,750,000	7
Bank of Nova Scotia...	1832	3,000,000	5,250,000	8,250,000	12
Bank of British North America	1836	4,866,666	2,238,666	7,105,332	7
St. Stephen's Bank, N. B.	1836	200,000	50,000	250,000	5

During this interval of sixty years many other banks were founded, some of them destined to be short-lived, some amalgamated with kindred institutions, while others had resort to the dire expedient of writing off large portions of capital. But the Bank of Montreal has encountered no such disasters; its progress and prosperity have been uninterrupted, the most convincing proof of which is the magnificent financial statement in our hands to-day, showing profits for the year ended October 31st last, amounting to $1,980,138.04.

There are at the present time thirty-five chartered banks in the Dominion, six of which have a paid up capital and rest combined exceeding eight millions of dollars, as follows:

Name	Founded	Paid up capital	Rest	Total capital	Paid dividend
Bank of Toronto	1855	$3,999,910	$4,499,910	$8,499,820	10 p.c.
Merchants Bank of Canada	1863	6,000,000	4,000,000	10,000,000	8 p.c.
Bank of Commerce.....	1867	10,000,000	5,000,000	15,000,000	8 p.c.
The Royal Bank.....	1869	3,900,000	4,390,000	8,290 000	10 p.c.
The Dominion Bank....	1871	3,802,636	4,782,900	8,585,536	12 p.c.
The Imperial Bank.....	1875	4,860,306	4,860,306	9,720,612	11 p.c.

These thirty-five banks have in all no less than 1,820 branches. In what I am now about to say, I know that I am treading on dangerous ground, so you will please take it cum grano, for what it is worth. Needy and greedy shareholders are asking with such an exhibit as has now been made, has the time not come when the bank should increase its dividends? The emphatic answer to that question is "Decidedly, No." When the Rest is made equal to the paid up capital then, and not till then, should the proposal be entertained. In this opinion I am supported by Mr. Knight, the secretary of the Banking Association, and Mr. Fyshe, whose experience as a successful bank manager invests his opinion with importance.

Shareholders, as a rule, are not the best judges of what is good for themselves in this behalf. The responsibility and it is a very serious one, rests with the directorate, with whom the element of safety must always be paramount.

"The strongest bank in Canada today," I quote from Mr. Fyshe, "is not one having the largest amount of capital; it is one of the smaller banks. having a capital of $3,000,000. But it has a Rest of $5,250,000. It is a little bank that could easily declare a dividend of 15 per cent. or 16 per cent., but which has the courage of its convictions, and has nailed its colors to the mast with this motto: "Judicious dividends and absolute safety to the shareholders."

I may add that the dates and other figures I have mentioned have been carefully scrutinized and verified by Mr. Knight. And now thanking you for your patient hearing, I add no more. I have much pleasure in moving the adoption of the resolution: "That the thanks of the meeting be presented to the President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. Henry Dobell, and was unanimously concurred in.

It was moved by Sir Robert Reid: "That the thanks of the meeting be given to the General Manager, the Assistant General Manager, the Inspector, the managers and other officers of the Bank for their services during the past year."

Hon. Robert Mackay seconded the motion, which was carried unanimously.

The General Manager returned thanks on behalf of the staff, after which Mr. B. A. Boas moved: "That the ballot now open for the election of directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only, this meeting be continued."

This was unanimously agreed to.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS.
E. S. CLOUSTON.
HON. SIR GEORGE A. DRUMMOND, K.C.M.G.
E. B. GREENSHIELDS.
HON. ROBERT MACKAY.
SIR WM. C. MACDONALD.
DAVID MORRICE.
A. T. PATERSON.
SIR ROBERT G. REID.
JAMES ROSS.
SIR THOMAS G. SHAUGHNESSY.
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

BOOK REVIEWS.

Glues and Cement.

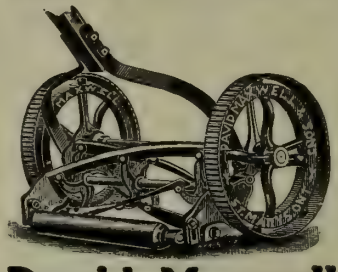
A book dealing with the "Proper Uses of Glue and Adhesives" has lately appeared, published by L. Upcott Gill, London, Eng. The proper adhesives for clamping, for work on glass and on metals is carefully dealt with. The book contains numbers of valuable diagrams and fully explains the uses of each variety of glue and cement. The price of the work is one shilling.

Repairs on Sheet Metals.

A new practical book, entitled "Working in Sheet Metals for the Amateur," published by L. Upcott Gill, London, Eng., has recently appeared on the market. The book deals with the mending and manufacture of small and simple articles at home, and with the aid of illustrations fully explains repairing articles of tin, zinc, brass, etc. The new book will be found valuable to any interested in this style of work. The cost of the book is one shilling.

Do You Handle These Money Makers ?

Maxwell Lawn Mower



Durability, Finish and Efficiency Unsurpassed by any other mower on earth.

Favorite Churn

By lightening women's labor it adds weight to your bank account.

David Maxwell & Sons, St. Mary's, Ont.

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

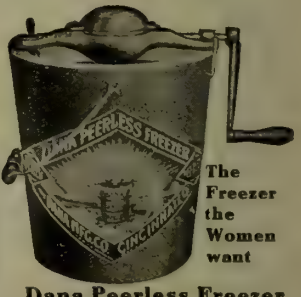
Dana
Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.



The Freezer the Women want

Dana Peerless Freezer
Write for catalogue

Dana Mop Wringer takes a woman off her knees.

A $40,000 SALARY !

There is a fascinating story in the November number of The Busy Man's Magazine. It's a true story, telling how a young man who started at $12 a week came to be drawing such a salary before he was 30 years old. It is a story, thrilling with interest to every man and woman, particularly to the young man with life stretched out before him. Would you like to read it ? **OUR SPECIAL OFFER ENABLES YOU TO DO SO ENTIRELY FREE.**

THE BUSY MAN'S MAGAZINE

Is a Review of Reviews for Busy Men and Women.
The brightest and most complete magazine published.

Every month its Editors read all the leading magazines and periodicals, both English and Foreign. From this enormous mass of current literature the very Cream is selected for and printed in The Busy Man's Magazine. Everything that's really worth while gets into the Busy Man's; the most brilliant articles on topics of the time; the most thrilling short stories; the sayings of the wisest of the wise and the wittiest of the witty. Besides which, a list of the most important books as they come out and finally a most comprehensive classified index of the contents of all the leading magazines, conveniently arranged, makes every copy of the Magazine a reference index of periodical literature. **It is invaluable for Business and Professional Men, who must keep up with the times or fall behind, and above all for the ambitious young men and women anxious to attain success.**

For less than Four Cents a week—$2 a year—you may have this Magazine delivered to you every month.

SPECIAL OFFER

TWO MONTHS—NOVEMBER AND DECEMBER—FREE.

To all subscribers who send an order for the 12 months of 1908 we will give the numbers of the Magazine for November and December free as long as the supply lasts. Order The Busy Man's as a Christmas present. It is the biggest and most useful $2 worth you can give. Its arrival is a monthly reminder of your generosity.

CUT OUT THIS COUPON AND MAIL IT TO-DAY.

The MacLean Publishing Co., Ltd.

JOHN BAYNE MACLEAN, President

MONTREAL TORONTO WINNIPEG
NEW YORK and LONDON, ENGLAND

PROPRIETORS OF

The Busy Man's Magazine.
The Canadian Grocer.
The Dry Goods Review.
The Printer and Publisher.
The Canadian Machinery and Manufacturing News.
The Financial Post.
The Hardware and Metal.
The Plumber and Steamfitter
The Bookseller and Stationer
And sixteen daily and weekly newspapers.

The MacLean Publishing Co.,
Toronto:

Please send at once to the address below The Busy Man's Magazine for November and December, 1907, and enter me as a subscriber for all of 1908. I will remit $2 to pay for same.

Name.....

Address.....

H. & M.

We will pay as high prices for exclusive Canadian news, specials and short stories as do any of the big New York and London Publishers. Manuscripts wanted for scientific and technical books.

A NEW LINE

We have been appointed Canadian representatives for the well-known

BARBERS' ASPHALT READY ROOFING
"GENASCO BRAND"

Your orders will receive prompt attention.

Our Own Brands: **Black Diamond Tarred Felt** **Joliette and Cyclone Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

December 6, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's	per lb.	0 12	0 13
Hallett'		0 12	0 13

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	8 75
" " 2 "	9 00	9 10
" " 2½ "	10 50	12 00
" " 3 "	12 00	13 50
" " 3½ "	15 00	16 70
" " 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial,genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	15 50
Cut lengths, round, bars, ½ to 2 in		25 00
Plain sheets, 14 oz.		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZEDSHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26	4 45	4 30	4 40	4 30
28	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron	21 50	22 50
Middlesboro, No. 3 pig iron	20 50	21 50
Summerlee, "	24 50	25 50
" soft "	24 00	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1	....	25 00
Midland, Londonderry and Hamilton	....	23 00
Deseronto No 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron	30 00	31 10
Lowmoor iron	....	6 50
Angles	....	2 65
Common bar, per 100 lb	2 15	2 30
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.	....	2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel	...	0 12
Mining cast steel	....	0 08
Warranted cast steel	....	0 14
Annealed cast steel	....	0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 $35 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 50
IX, 14 x 20 "	....	8 00
IXX, 14 x 20 base	....	9 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued. Per box.

I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin	...	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge	....	8 50
" " 26 "	....	9 00

LEAD.

Imported Pig, per 100 lb	4 50	4 75
Bar, "	4 75	5 00
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 75
Domestic	5 25	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

25 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 12	0 11½
Light copper bottoms	0 11	0 10
Heavy red brass	0 11½	0 10½
" yellow brass	0 08	0 09½
Light brass	0 06	0 06
Tea lead	0 03½	0 03½
Heavy lead	0 03½	0 03¾
Scrap zinc	0 03	0 03
No. 1 wrought iron	14 50	10 00
" 2 " "	6 00	5 50
Machinery cast scrap	17 00	15 00
Stove plate	12 00	13 00
Malleable and steel	9 00	9 00
Old rubbers	0 09	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work. discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water ra diator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M, 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net	2 00
No. 4 " "	"	1 90
No 7 Fuller's	"	2 25
No. 4½, "	"	2 35

Patent Compression Cushion, basin cock, hot and cold, per dcz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon,Standard, $5; Extra heavy, $7 75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

6x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 5¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
⅛ inch	2 58	⅛ inch	3 41
¼ "	2 58	¼ "	3 41
⅜ "	2 90	⅜ "	3 75
½ "	3 90	½ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 38
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 45½	0 48
2-lb. or over	"	0 42½	0 46

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 24
Wiping	0 21	0 22

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green conperas (green vitrol)	0 01
Sugar of lead	0 08
Lump olive	0 01¾

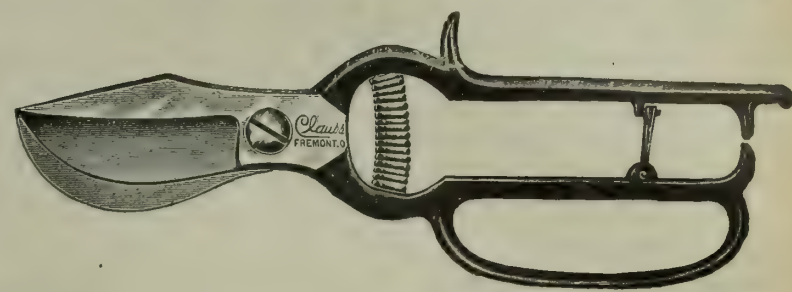
COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 10
French "	"	....	0 08
Marine black	"	....	0 04½
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.



FULLY WARRANTED

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½	
25-lb. drums	0 25¾	

PIGMENTS.

Orange mineral, casks	0 08	
" " 100-lb. kegs	0 08½	

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 55
Fine orange	2 35
Medium orange, No. 1	2 15

TURPENTINE AND OIL.

Prime white petroleum per gal		0 14
Water white "		0 1 ½
Pratt's atral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls.	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 76	0 70
Linseed Oil, " raw	0 59	0 61
" " boiled	0 62	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	7 00
No. 1 Canadian	6 75
Munro's Select Flake White	7 25
Elephant and Decorators' Pure	7 25
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
" Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 25
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 15
Genuine, 100 lb. kegs, "	6 40
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 4 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, 37½ and 10 off new list.		

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt, per ton	60 00
Heavy Straw Sheathing, per ton	40 00
Dry Surprise	0 45
Dry Sheathing, per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels, per gal.	0 17
Roof " small packages "	0 25
Refined Tar, per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels, per gal.	0 15
Roofing Pitch, per 100 lb.	0 80 0 90
Slater's felt, per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 0	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1 000.		
Blue metallic, 9"x4"x3", ex wharf		35 00
Stable pavers, 12"x6"x2", ex wharf		50 00
Stable pavers, 9"x4½"x3", ex wharf		36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25
" " 5-in., "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in per 100 lb.		4 75
over 12 in "		3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27 50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 10 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes per lb	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods 40 p c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill...................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae........ "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's............each	0 90	2 85
" steel........each	0 80	8 00
Berg's, each.................	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅗ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

		doz. pairs.
Stearns wood track	4 50	6 00
Zenith.......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in (100 ft)	....	3 25
" " 1½ x 3-16 in (100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail................	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web................ "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch	$2 30
9-inch wheel, 12-inch	2 85
" " 14 "	3 00
" " 16 "	3 12½
High wheel, 12 "	4 05
" " 14 "	4 50
" " 16 "	4 75

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10⅝
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.......................	0 13½
Berg's, per lb......	0 12½
Brook's.......................	0 12⅝
Pipe Vise, Hinge, No. 1......	3 50
" " " No. 2......	5 50
Saw Vise 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.......	55 and 5
Bolt Ends....................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No. 2 and larger, $4; "X.L." featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d...........................	4 00	3 55
3d...........................	3 15	3 25
4 and 5d....................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d..................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood ....per doz.	3 25	4 00
" iron .... "	4 25	5 00

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; addle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVERWARE.

RAZORS. per doz.

Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's............ 3 60 10 00
Lewis Bros.' "Klean Kutter' 8 50 10 50
Henckel's 7 50 20 00
Berg's.............. .... 7 50 20 00
Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 47½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's............ .... 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz............ 0 40 0 75
Mincing knives per doz 0 50 0 80
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 .... 1 35 4 10
" " 100 to 103........ 1 35 2 00
Kitchen hooks, bright.......... .... 0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 90
" No. 50, nickle-plated, " 0 95
" handles, japaned, per gross 9 25
" " nickled, " 9 75
Common, plain...................... 4 25
" plated 5 50
sbestos, per set.............. .... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 50
Lift Tubular and Hinge Plain, " 4 75
No. 0, safety................ " 4 00
Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch........ " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch....................... " 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz...................... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string....... .... 3 65 4 70
" 3 " 2 90 3 40

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHESPINS

Cane's, 5 gross loose, per case.... .... 0 57
" 4 " packages, per case 0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz.... .... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops.................. .... 1 25
"900" mops.................... .... 1 25
Folding ironing boards..........12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz.......................... 9 55

WASHBOARDS.

Cane's, per doz.......... .... 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy.............................. 54 00
Stephenson......................... 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 50

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz. 1 00 1 50
Bullard's............ " 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
" " 9 60

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle....... .... " 0 22 0 33
Screw .... " 0 22 1 00
Awning .... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg'swing pump, 75 per cent.

ROPE AND TWINE.

Sisal.............................. 0 10½
Pure Manilla 0 15
"British" Manilla.................. 0 12
Cotton, 3-16 inch and larger......0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute............................... 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 09½
500 " standard 0 09⅞
550 " " manilla 0 10¾
600 " " " 0 12¼
650 " " " 0 13¾
Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ....per lb. 0 25 0
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe......... " 0 10
Deer Creek........... " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton....20 00 22 00
" under 40 lb., " 21 00
" 200 lb. and over 28 00

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Carriage Mountings Co., Ltd., Toronto

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd., Toronto.
Forsyth Mfg. Co., Buffalo N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

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Acme Can Works, Montreal.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham
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Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
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Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
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Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo., & Co., Montreal.
Robertson, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
Kemp Mfg. Co Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
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Fencing—Woven Wire.
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Owen Sound Wire Fence Co., Owen Sound.
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Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
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Furnaces.
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Glass Ornamental
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Glaziers' Diamonds.
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Grinding Holders.
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Hoop Iron.
Frothingham & Workman Montreal.
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Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
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Ladders.
The Waggoner Ladder Co., London, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lath Dogs.
Armstrong Bros. Tool Co, Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co. London, Ont.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

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Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
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Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Canada Wire Goods Mfg. Co., Hamilton
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

Packing.
Gutta Percha & Rubber Co Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co.. Toronto
Dods, P. D., & Co., Montreal
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Jamieson, R. C., & Co., Montreal.
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Standard Paint Co., Montreal
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Stephens & Co., Winnipeg.
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Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
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F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
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Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Standard Paint Co. Montreal.
Wheeler and Bain, Toronto

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.
Cameron & Campbell. Toronto.

Screws, Nuts, Bolts.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe
McFarlane, Walter, Glasgow

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
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Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

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McGlashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers
Cavers Bros., Galt

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill

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Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Chown, Edwin, and Son, Kingston
McClary's, London, Ont.

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Canadian Heating & Ventilating Co, Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
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Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

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Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.
Tobin Tent and Awning Co., Ottawa

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Baglan Bay Tin Plate Co., Briton Ferry South Wales
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Armstrong Bros. Tool Co., Chicago

Tool Grinders.
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Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

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Defiance Mfg. Co., Toronto.

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

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Staunton Limited Toronto.

Wall Paper Cleaner.
Gilbert, Frank U. S., Cleveland

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Dowswell Mfg. Co. Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
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everywhere. Quality first and price mutually agreeable. Will you please write?

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It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skillfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

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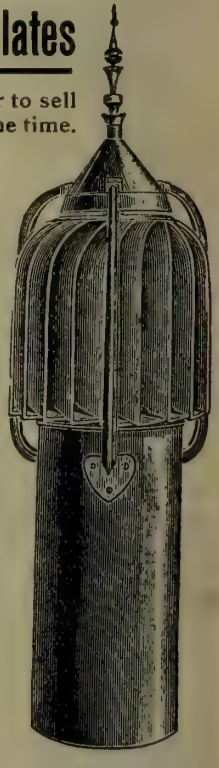

Testimony

Montreal, June 7th, 1901

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I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

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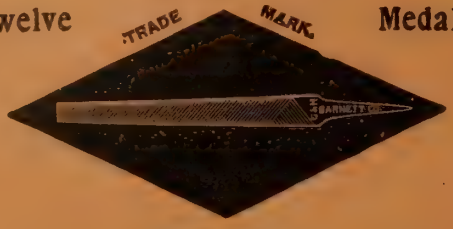
Twelve  Medals

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From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

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VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 14, 1907 NO. 50.

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The "Sovereign" Boiler

is a marvel of simple effectiveness from the base-ring to the topmost heating section. As every dealer knows, the water in a heating "boiler" should not "boil." It should be kept in circulation around the fire-pot. The "Sovereign" improved Heating Sections and their improved connection with an improved Water Post, are alone quite sufficient to sustain our claims for "Sovereign" superiority. But there are other improvements, told of in "Simplified Heating," (a booklet sent free upon request) which will convince YOU that the "Sovereign" is in a class by itself. Send now for the booklet.

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the most effective and durable Arc Lamp Suspension in the world.

Heavily galvanized—therefore absolutely rust proof. Impervious to ice and sleet. Uniform in strength. Perfectly flexible. ***Will outwear cord, cable or rope many times over.***

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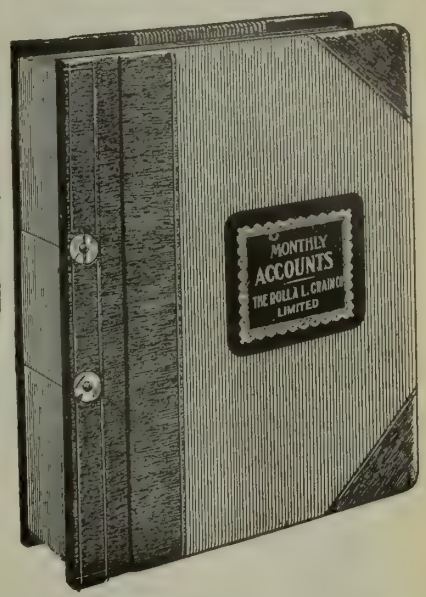

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has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds one sheet as easily as it does 1,000, not one you must have a certain number of sheets in before it will bind, and then only allow you to extend to a limited number of accounts.

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ARE BETTER

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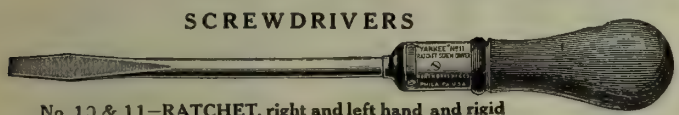
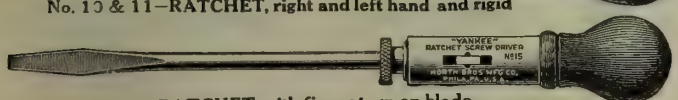


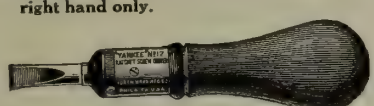
No. 10 & 11—RATCHET, right and left hand and rigid



No. 15—RATCHET, with finger turn on blade.

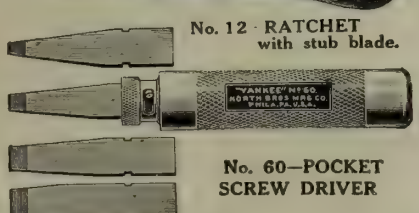
No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.

CHUCK and 8 DRILL POINTS for spiral ratchet screw driver.

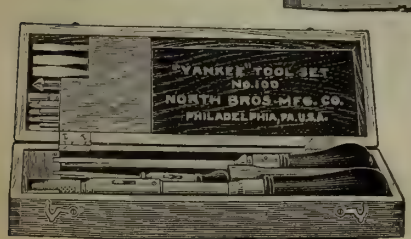


No. 12 RATCHET with stub blade.

COUNTERSINK for spiral ratchet screw driver.



No. 60—POCKET SCREW DRIVER



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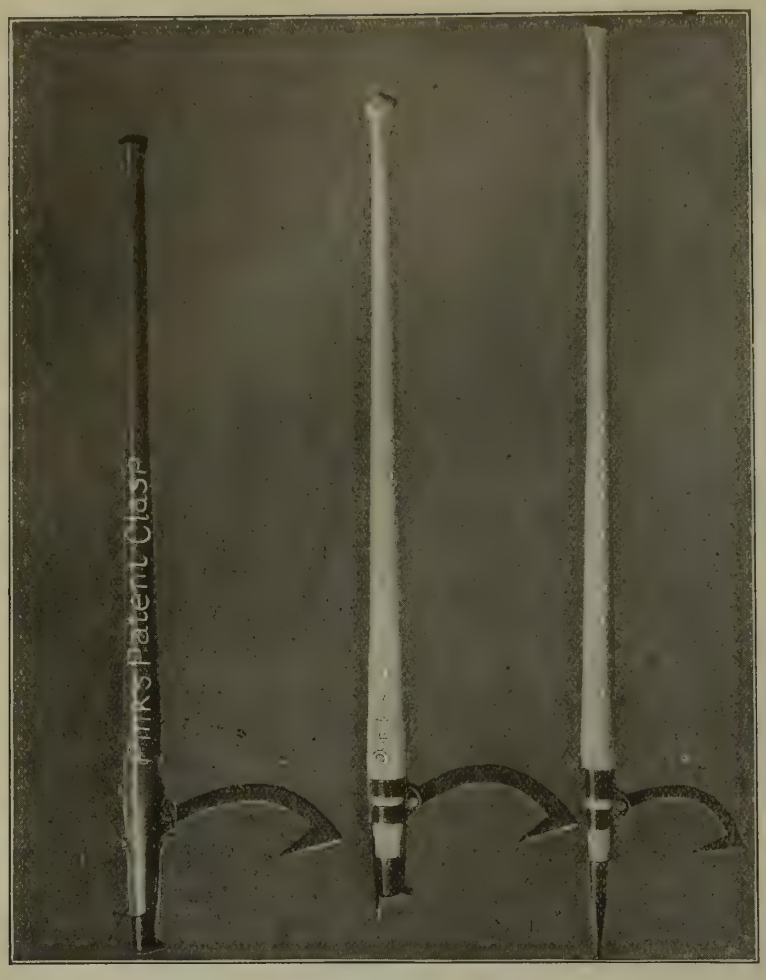

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Prices Right

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Progressive Hardware Merchants
Buy DISSTON'S SAWS and FILES
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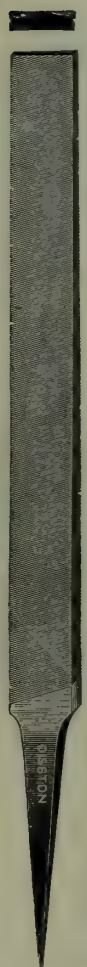
The name Disston's is a warrant that sells the goods

Disston's Files are made for Disston's Saws.

When ordering your Saws order your Files.



Disston's Files are made of best Crucible Steel carefully Forged throughout

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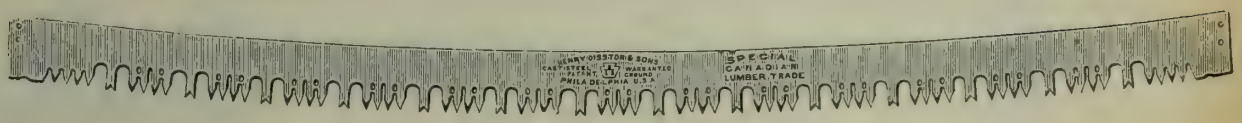

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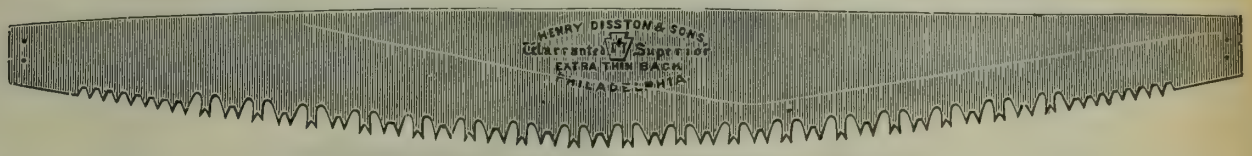
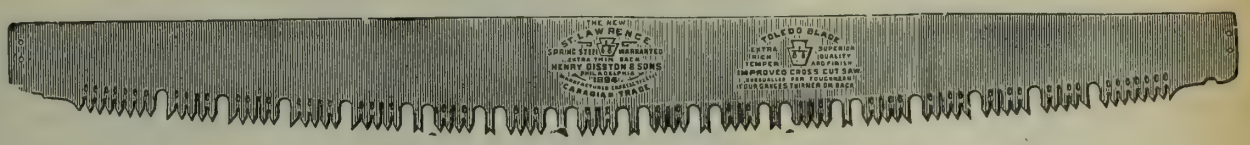
Disston's Lance Tooth, cast steel—warranted, patent ground



DISSTON'S No. 1 CHAMPION TOOTH

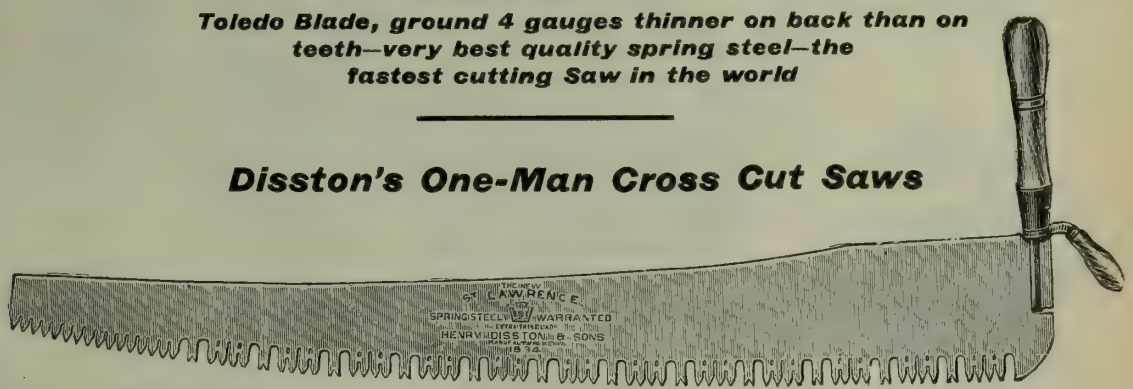
Ground 4 gauge thinner on back than on teeth—first quality cast steel



DISSTON'S ST. LAWRENCE

Toledo Blade, ground 4 gauges thinner on back than on teeth—very best quality spring steel—the fastest cutting Saw in the world

Disston's One-Man Cross Cut Saws



St. Lawrence—Very finest quality spring steel

Quality Sells

Your stock is not complete at this season of the year without a full assortment of

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We are headquarters for both of these lines

We Sell Quality

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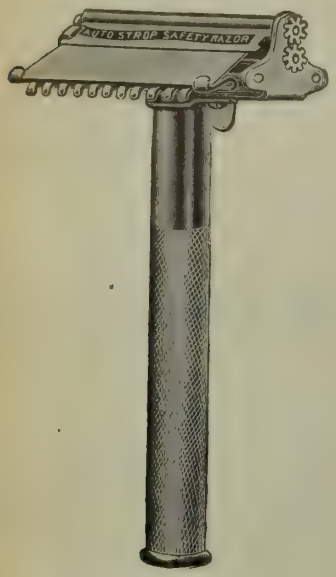


Auto-Strop Safety Razor

STROPS ITSELF

Razor and Automatic Stropper in one Piece.	Renews Edge every Shave without Trouble or Expense.

Not taken apart to strop or clean.

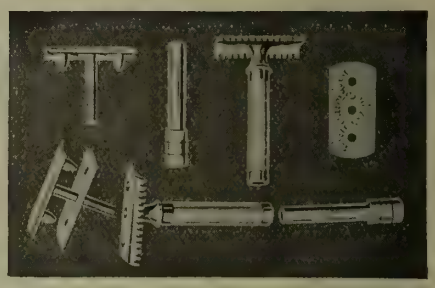
Complete Outfit:

Triple Silver-Plated Stropping Safety Razor,
Certified Blades—One Dozen.
Certified Horsehide Strop.

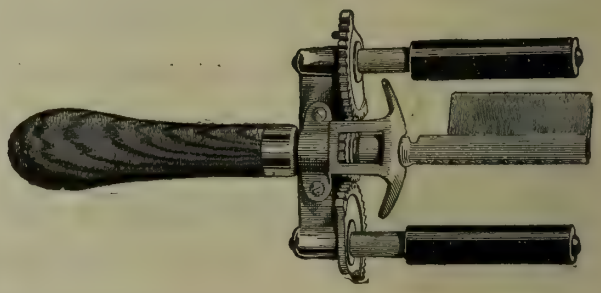
Auto-Strop Safety Razor
In a handsome, compact velvet-lined leather case.

Gillette Razor Blades
Ten in a package.
Full size cut.

Gillette Safety Razor—In a plush-lined leatherette case.



Gillette Razor—Showing Parts.



Henry Boker & Co. "Aristos" Safety Razor Set
Set contains Razor, Strop and Stropping Machine, in a leatherette case.

For a complete line of Razors, Strops and Brushes see our Catalogue

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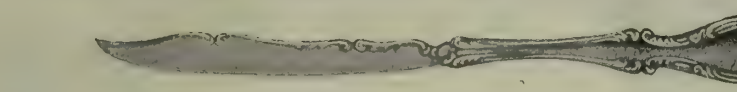
1835 R. Wallace

"*Joan*" Sugar Shells.



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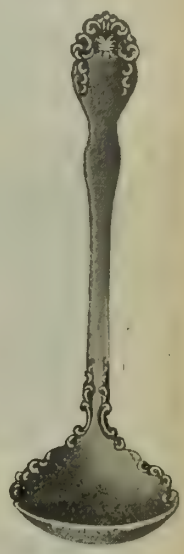
"*Joan*"—Long Pickle Forks.

"*Anjou*"—Dessert and Table Knives.

"*Anjou*"—Coffee, Tea, Dessert, Soup and Table Spoons.

1835 R. Wallace



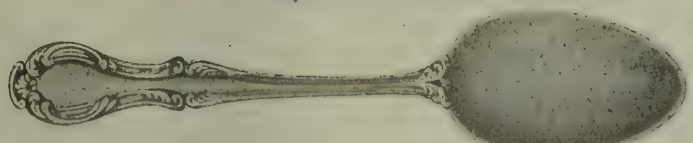
"*Anjou*" Gravy Ladles.

"*Joan*" Dessert and Table Forks.

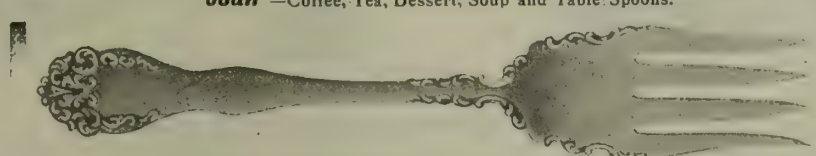
Silverware Cabinets

"*Anjou*" Dessert and Table Forks.

"*Joan*"—Berry Spoon.



"*Joan*"—Coffee, Tea, Dessert, Soup and Table Spoons.



"*Anjou*"—Cold Meat Forks

"*Anjou*"—Pie Knife.

Sterling Silverware quoted on application

H. S. HOWLAND, SONS & CO., LIMITED

We Ship Promptly

Opposite Union Station

Our Prices are Righ

A Good Christmas Suggestion

Manicure Set No. 103

Place your orders at once for the Holiday Trade, and keep your stock attractive and up-to-date by getting the latest.

We stock only goods that are worth selling. That is the reason why the demand for our lines is constantly increasing.

If you try you can sell them.

The complete lines are fully illustrated in our Loose Leaf Catalogue on pages 828 to 837.

Manicure Set No. 3290

Lady's Companion No. 3512

Gent's Companion No. 3056

Scissors in Cases, 18 kinds

Lady's Companion No. 8568

Lady's Companion No. 11174

If you ask for our prices, you will buy from us.

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware, Montreal

F. & W.

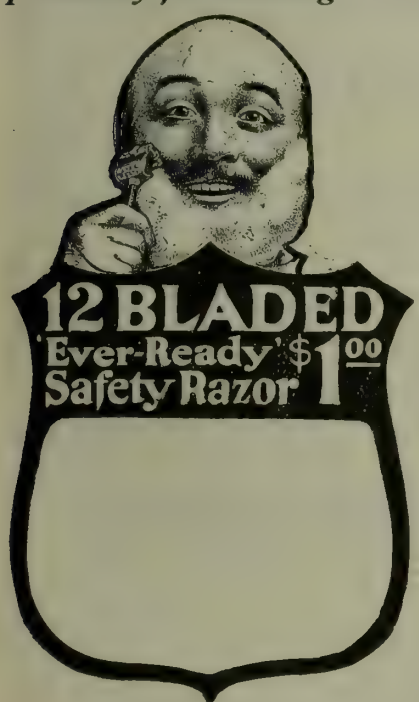
F. & W.

QUARTER FOR HAIR CUT.

A quarter-dollar is now the fixed rate for hair-cutting in London, Ont, "We had to come to it," said a barber. "The cost of living is not the only reason. It nas become a practice with so many people to shave themselves that we had either to get higher prices for the work we do or close up altogether." The statement was made that 50 per cent. more London men are shaving themselves to-day than five years ago. The safety razor is in a measure responsible for this. Customers who get their necks shaved are charged five cents. This is supposed to be for "between hair-cuts." The above rates have also been in vogue in St. Thomas barber shops for some time.

From
"Herald", Shalford, Ont.

These are the safety razors responsible for a 50 per eent. decline in the business of barber shops in London, Ont. Are you selling them? If not you are losing an opportunity for making money.



This electro for use in your local advertising supplied free. It will promote sales of "Ever Ready" Razors.

The "Auto-Strop" silver plated frame. The only safety razor that can be stropped.

The "Gillette," silver plated frame. It is well-known as a seller.

We have full stocks of these razors which are all good sellers. Ask for our prices.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses, **MONTREAL.** Warehouse at **WINNIPEG, CANADA.**

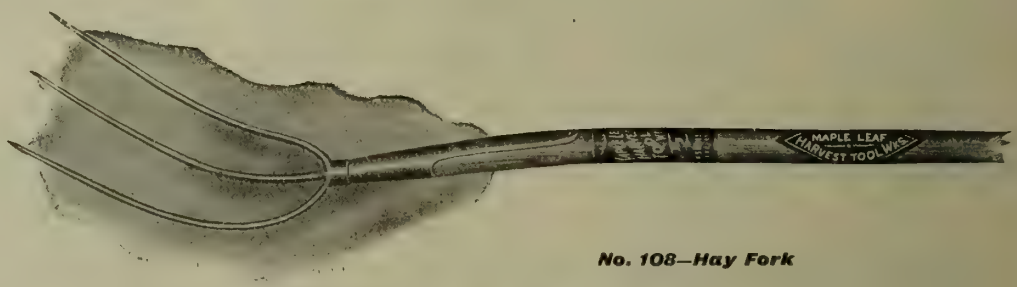
Showrooms, **TORONTO**, 77 York Street. **OTTAWA**, Holbrook Chambers. **QUEBEC.** **FRASERVILLE.**

HAVE YOU GOT THEM?

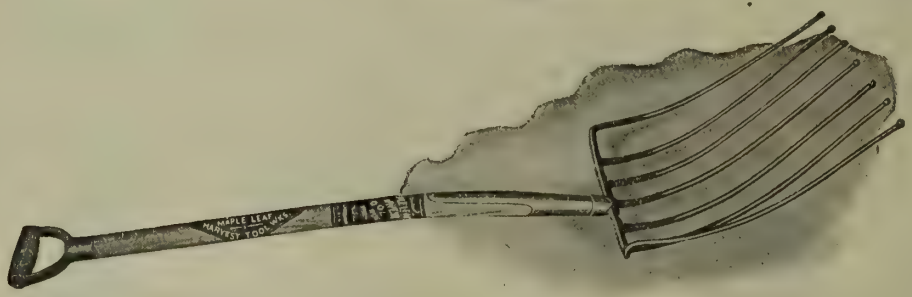
The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.

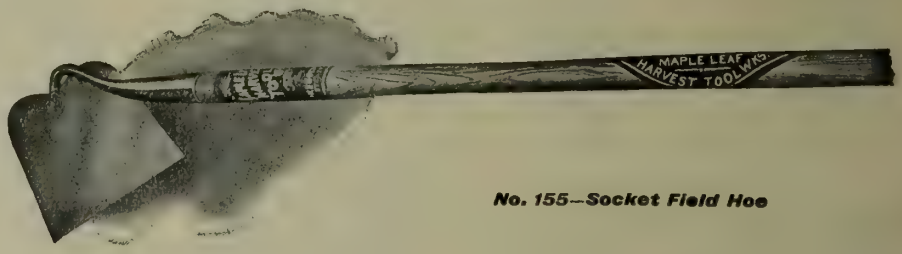
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BRASS GOODS.

THE JAMES MORRISON BRASS MFG. Co., Limited,
89 to 97 Adelaide St. W., TORONTO.
Manufacturers of Brass and Iron Goods for Engineers and Plumbers; Locomotive and Marine Brass Works; Gas and Electric Fixtures. Telephone Main 3836.

BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-812
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

THE COLLINS MFG. CO. TORONTO
We are headquarters for stove Pipe Thimbles. We are makers of the Genuine Patent Asbestos Fire Proof Thimble. Ask for our latest improved make, called the "Frigid," **it's a good one.** A good thimble is one of the most important parts of the building. Write us for Catalogue.

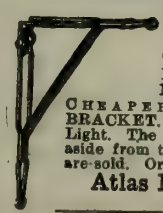
METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.

Do the work of 5 men
Skating Rink Scrapers
Dozens in use all over Canada. For particulars and prices, write JAMES & REID, PERTH, ONT.
Sole manufacturers and inventors.
Hammered like a saw.

SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

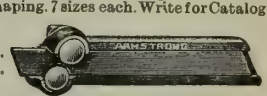
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
1106 N. Francisco Ave.
CHICAGO, U.S.A.



VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

YOU MAKE YOUR MONEY

when you **buy** your goods.

It is therefore important that you buy in the **best** market.

If you do not visit Great Britain, you cannot possibly know the best channels through which to buy, unless you have expert buying agents in London acting for you.

We make purchases on commission terms for many leading colonial houses, and we know the best source of supply for all kinds of dry goods. Our twenty years' experience should be useful to you. We shall be glad to correspond with you on the subject. **Send us a trial order.**

MACKINLAY & CO. 2 Coleman St. E.C. London, England.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Propt

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N, S.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms Excellent Cuisine, Attendance Qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Nov. 1. Closes in May.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

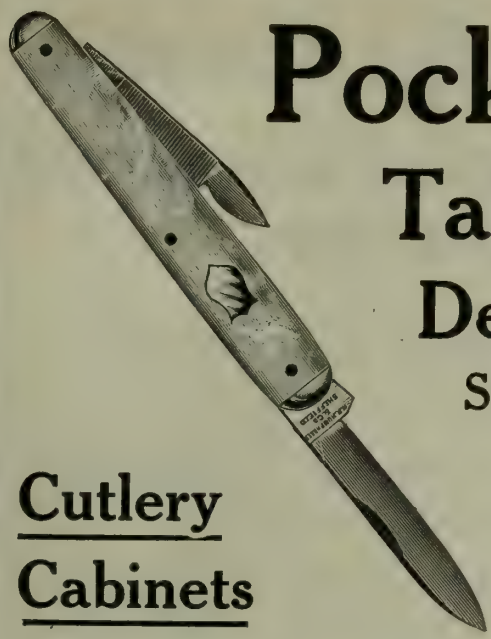
Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. **J. K. MACDONALD,** MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



Pocket Knives
Table Knives
Dessert Knives
Silver Knives AND Forks

Our Illustrated Catalogue
Describes Our Full
Line

Cutlery Cabinets

CONTAINING

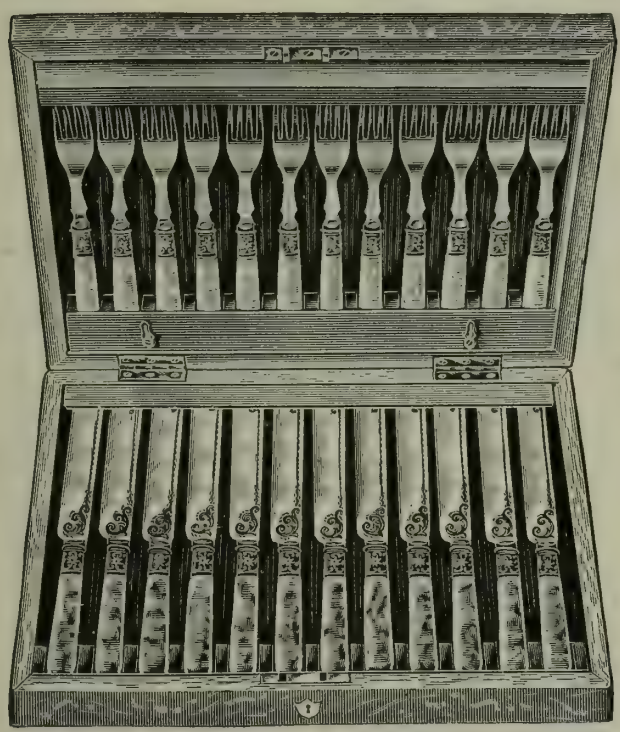
Pearl Dessert Sets

Fish Sets

Combination Sets

Fruit Sets

Carving Sets



Scissors

Embroidery

Ladies'

Pocket

Buttonhole

Dressmakers' Shears

Scissors in Cases

Wood, Vallance & Co.

Hardware and Iron Merchants, HAMILTON, ONT.

BRANCHES: Geo. D. Wood & Co., Winnipeg; Wood, Vallance Hardware Co., Nelson, B.C.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Toronto Office, 94 Bay St.

THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

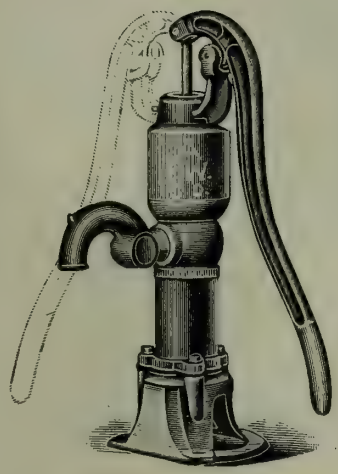
Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up.** **This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

The Aylmer House Lift Pump



A Leader in High-Class Cistern Pumps, one that can be relied on for satisfying customers as it is made from the best material and the finish and workmanship cannot be surpassed. A fact worth knowing is, "We **stand behind our goods.**"

We manufacture Pumps, Scales, Elevators, Trucks, etc.

The Aylmer Iron Works Co.

LIMITED

AYLMER, - - ONT.

TRADE MARK

FOR PLATE

Just Received

A special consignment of

"Alaska" and "Singalese"

Pure White Nickel Spoons and Forks.

Hutton's "H. & S. A1"

Cross Arrow Brand Spoons and Forks.

We now have a large stock of these reliable goods on hand, from which we can fill orders for immediate shipment.

Write for samples and prices.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK

FOR CUTLERY

"THE NAME'S THE GUARANTEE"

The above is a reproduction of our colored show card. If this cannot be obtained from the undermentioned wholesale houses, who carry our saws, we shall be glad to send on receipt of business card (free).

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

CORRUGATING MACHINES

These machines are especially adapted for taking the **BUCKLE** out of sheet metal, and produce a nice flat sheet, resembling chiseled stone. For Cornice work they will be found indispensable. Can be run by Hand or Power. Made in various sizes to suit the trade. Write for price and particulars.

The

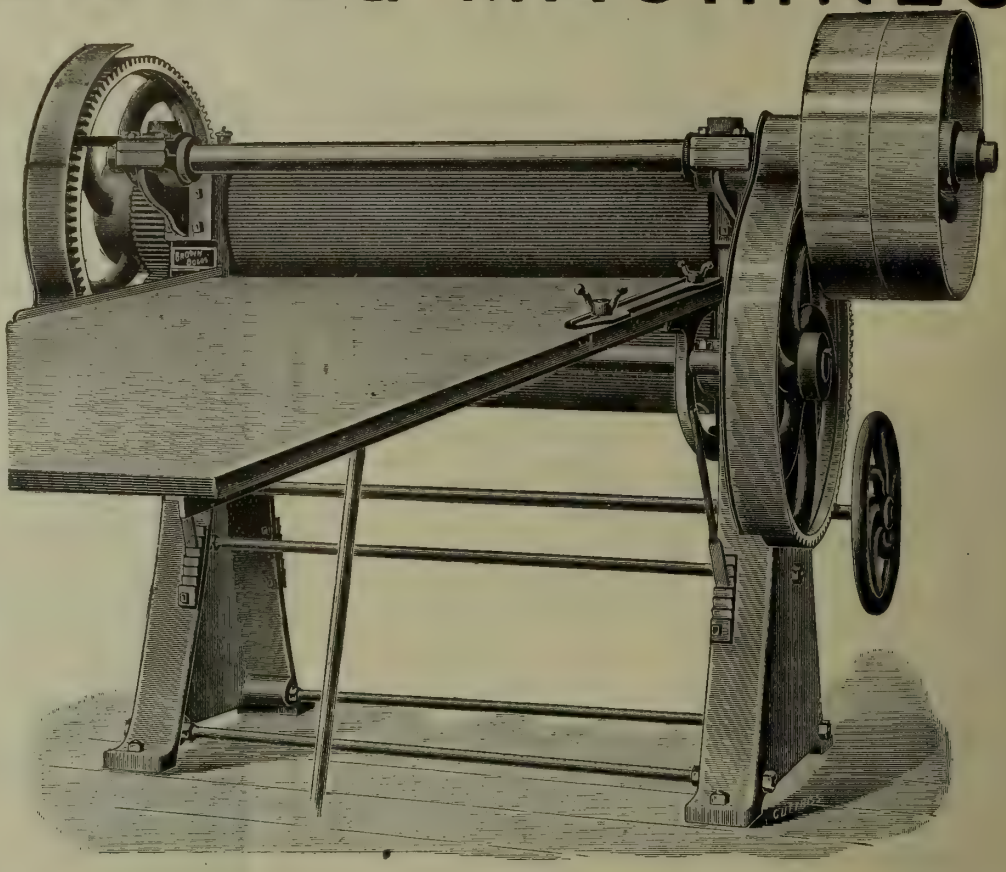
Brown, Boggs Co.

Limited

HAMILTON, ONT.

Manufacturers of:

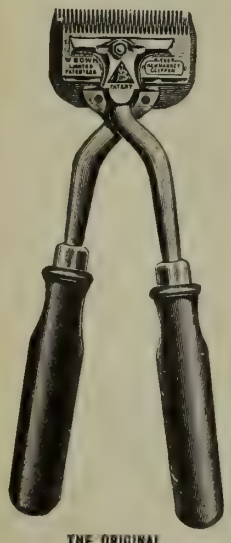
TINSMITHS', SHEET METAL WORKERS', CANNERS' AND EVAPORATORS', TOOLS AND MACHINES, DIES AND PRESSES.



No. 37.

Have You Ever Noticed

THE SILVER GRIND



THE ORIGINAL NEWMARKET CLIPPER.

which is such a striking characteristic of the **Newmarket Clipper?** It is a kind of whistling sound, and means Perfect Grinding, Perfect Balance of Cutting Tension, Perfect Bearing of Cutting Edges. This is

Handicraftmanship

pure and simple, and can only be obtained by skilled and experienced workmen, who have had the secret handed down to them from their forefathers.

We Hold That Secret

and this explains why our machines keep their edge so long, and will clip 3, 4 and 5 times as many horses as other makes.

We ask you to bear these facts in mind when placing your orders for the coming season.

THE BURMAN No. 13 POWER HORSE CLIPPER.

BURMAN & SONS Limited, LEE BANK WORKS, BIRMINGHAM, ENG.

OUR

HARDWARE BABBITTS

are manufactured specially

For the Hardware Trade

They possess more Tin, Copper, Antimony, etc., than any imported babbitt costing 50% more

Cast in plain moulds, packed in plain boxes,
Our Babbitts satisfy customers and hold their trade.
Prices on application

The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. St. John, N.B.

BANNER COLD BLAST LANTERNS

Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.

We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

Represented by **H. F. McINTOSH & CO.**
51 Yonge Street, Toronto, Ont.

Write for Catalogue.

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets. Roofing Caps.

ACME CAN WORKS

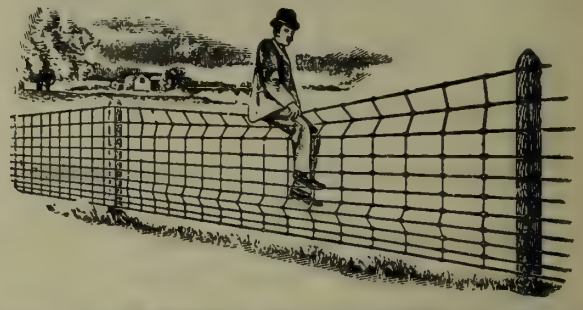
Ontario St. E., MONTREAL

You Ought to Be

deeply interested in every improved article coming under the head of "Hardware." It pays to be interested. It pays to be particularly interested in the

"Dillon" Hinge-Stay Field Fence

Being, by any test, the best wire fence ever marketed, it stands to blank reason that you ought to be pushing it and getting your share of the profit.



THE OWEN SOUND WIRE FENCE CO., Limited

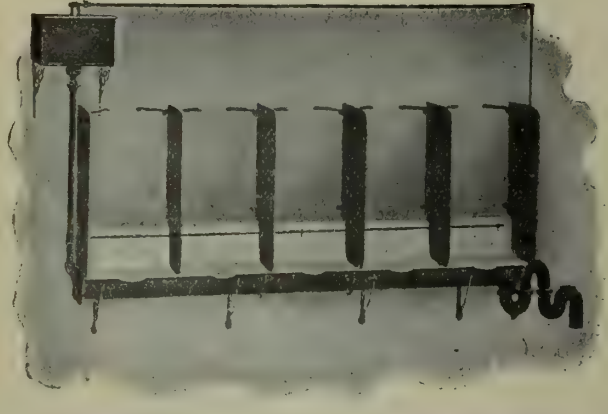
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

Dealers in Plumbing Equipment Have a Practical Guarantee

of larger profits and greater satisfaction in handling

Standard Ideal Cast Iron Porcelain Enameled Ware



Made in Canada from designs calculated to meet every requirement of the trade. It is a ware that gives perfect satisfaction wherever installed.

The Standard Ideal Co, Ltd.

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO
123 West Craig Street, MONTREAL, and 156 Lombard Street WINNIPEG

Perforated Sheet Metals

IN

BRASS, COPPER, STEEL, Etc.

ALL SIZES OF PERFORATIONS AND THICKNESS OF METAL

FOR

Miners' Use
Grain-Cleaning Machinery
Bee Keepers
Malt Kiln Floors, Etc.

The B. GREENING WIRE CO.

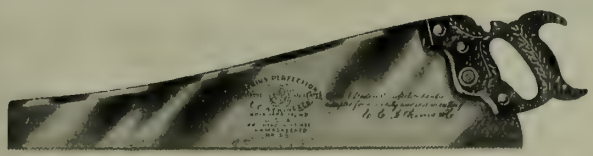
LIMITED

Hamilton, Ont. **Montreal, Que.**

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St. E., Toronto

The Long and the Short of It

"IT" MEANS

THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

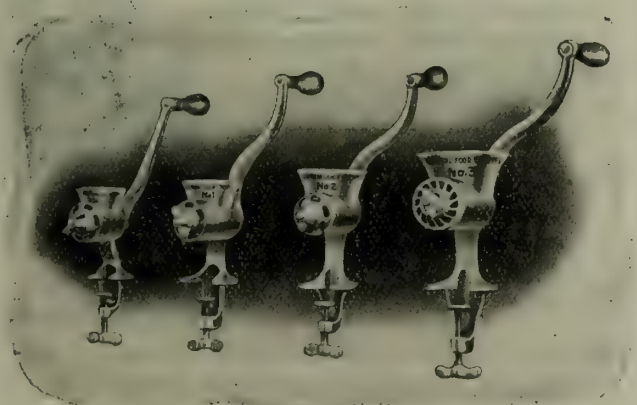
part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Don't Take Chances!



The successful hardware man is the man who never takes chances on missing a good thing. That's why so many successful hardwaremen have inquired about, and are now handling the

"General" and the "Shirreff" Steel-Knife Food Chopper

They are the two choppers with the non-rustable, self-sharpening, clean-cutting steel knives.

Write now about the PROFITS!

Shirreff Mfg. Co., Ltd.,

Brockville, Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

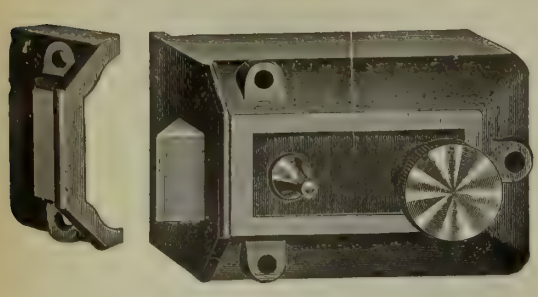
is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation.. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

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Every File Guaranteed.

Special Prices to Dealers.

These Files are of a fine quality of Sheffield tool steel and have proven their superiority in working tests.

THE CANADIAN FAIRBANKS COMPANY, LIMITED, : MONTREAL

TORONTO WINNIPEG VANCOUVER

Well Bought is More Than Half Sold. You Can't Go Wrong When You Buy

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HAVE WE YOUR ORDER?

¶ If not, we will send our salesman or our mail and express set sample books. Charges prepaid. Prices have to advance soon. Don't get caught in a rising market.

THE FOLLOWING BIG SELLERS SHOULD BE IN YOUR SHELVES FOR NEXT SEASON.

Order now while we can book orders for them.

Parlors	Dining Rooms, Halls	Bedrooms
No. 839	No. 679	No. 1783
1762	1833	1800
1823	1811	843
1866	1832	1867
1816	829	846
824		851

STAUNTONS Limited

Makers of Superior Wall Papers

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Nothing Sure But Death and Tax.

Our Tax are sure as the other kind. Sure, clean cut, sharp pointed, good headed, business-all-the-way-through Carpet Tacks.

Sold in special little banks as above to retail at 5c.

All sizes, blued and tinned.

Samples and Prices on request.

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DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

Manufacturers of

Iron and Steel Wire
Barb Wire
Galvanized Wire
Coiled Spring Fencing
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
Spring Cotters
Steel Wire Barrel Hoops

Our facilities for turning out

BALE TIES

are unsurpassed. We can supply on short notice all gauges and cut to any desired length, with loop on end as shown herewith.

If you are in the market for **Bale Ties** do not fail to write to us for particulars.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

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The Howland Pump Oiler

FOR SALE BY

J. H. Ashdown Hdw. Co., Winnipeg
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Miller-Morse Hdw. Co., "
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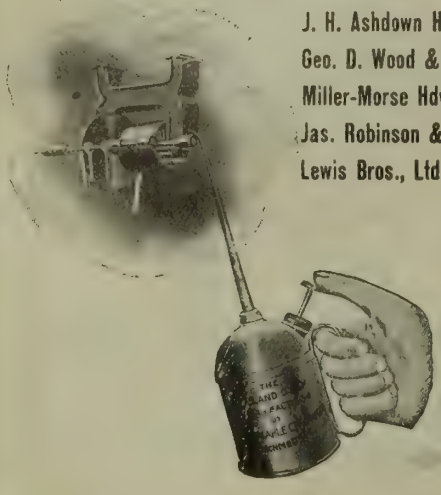

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

THE Cockney gentleman who stated that he had been assaulted **"on the 'ead with an 'ickory 'andled 'ammer"** had reasonable grounds for complaint; because there are lots of hard things which will break before a hickory hammer handle will. In fact, there is no better material for

Axe Handles

Hammer, Sledge and Pick Handles

than clean, tough hickory. That's the kind of handles we make.

Send now for lists and discounts.

J. H. Still Manufacturing Co.

Limited

ST. THOMAS, ONTARIO

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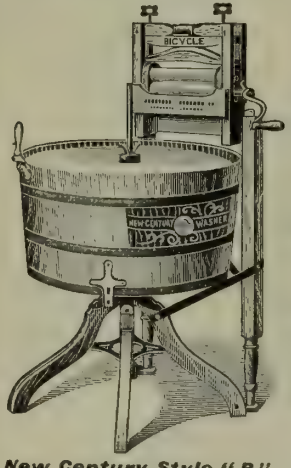


New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

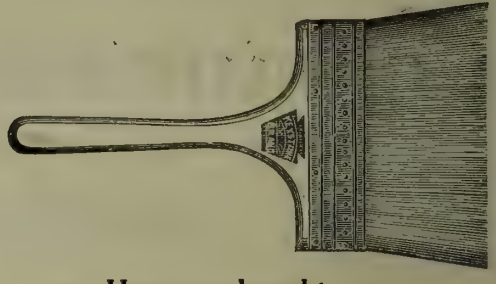
They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

W. L. HALDIMAND & SON, MONTREAL, Eastern Agents



Have you bought your

WHITE-WASH AND KALSOMINE

BRUSHES

for spring trade?

We have

THE BEST RANGE

of popular priced lines on the market

They have the quality.
They have the value.
They have the finish.

Stevens-Hepner Company

Limited

Port Elgin, Ontario

This is *the* Chopper

35 Sizes and Styles for Hand, Steam and Electric Power

The Revolving Steel Blades and Perforated Steel Cutting Plate *cut* the meat clean and clear—" don't tear or grind.

No—there's nothing like it on the market.

It is in a distinct class
The "Enterprise" Class.

To increase your trade in "Enterprise" Meat and Food Choppers, write for copies of "An Enterprise Peace Offering," a booklet for free distribution. Send for Illustrated Catalogue.

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BASS AND TROUT FLIES
$1.10 per hundred, postage included.
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JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto.
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Refined Bar Iron

It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited.

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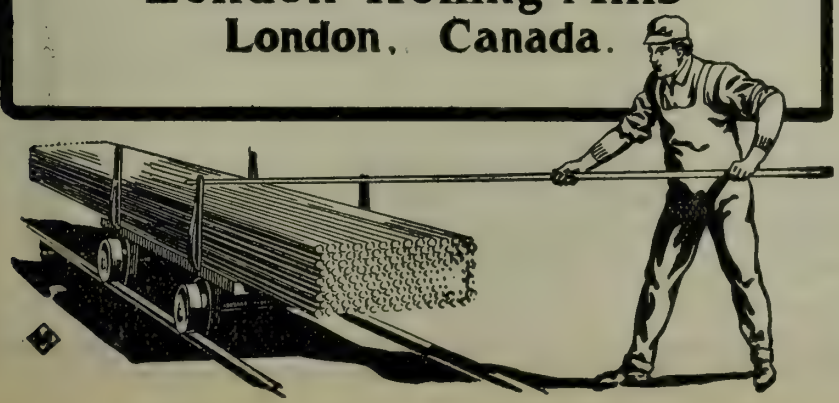

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is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired Every painter, tinner, stacker and farmer needs one

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.
LONDON, - - CANADA
E. H. Brigge Co., Ltd., Western Representative
Winnipeg, Man.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

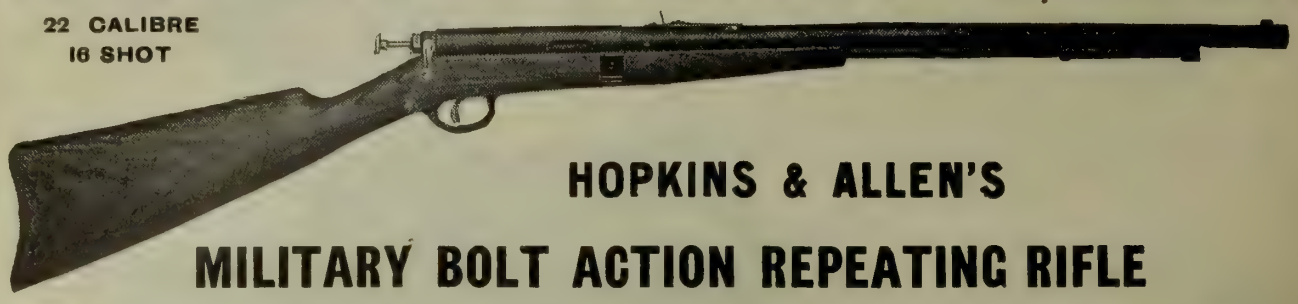
H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

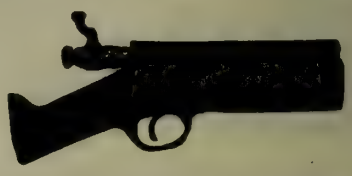
MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
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It has a worldwide circulation among the largest foreign dealers, buyers and consumers.

Advertising rates include, without extra charge, our complete foreign trade service, comprising translations, foreign ratings, selected lists of buyers and personal service on our foreign trade tour.

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Reliable Goods Come from Reliable Merchants

Reliable Merchants Buy from Reliable Jobbers

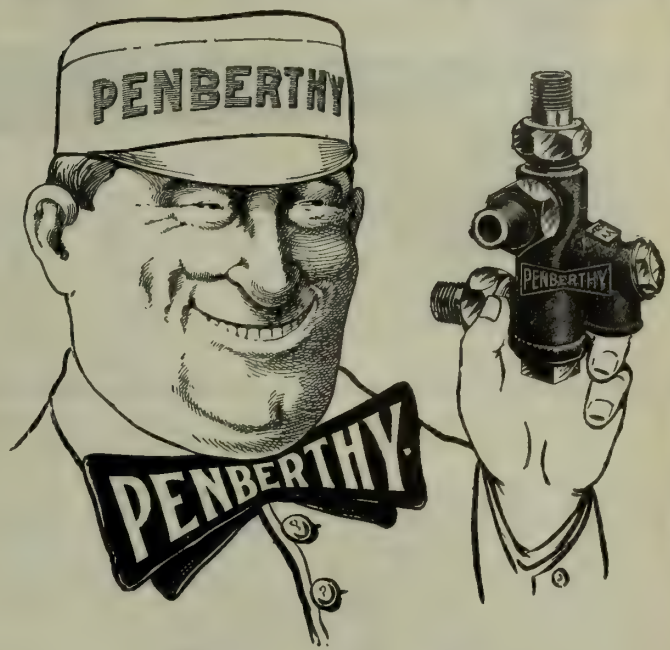
Just a word here—you can't put your finger on a "live jobber" who isn't selling Penberthy Injectors.

He does it for profit, not for fun. The up-to-date merchant is playing the same game.

If you're in business for profits, make profits by selling

The Genuine Penberthy Injector

To have a good knowledge of our line send for a catalogue.



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We Want More Business

and we presume every pushing hardwareman in Canada is filled with a similar desire. In that case, we certainly ought to make connections with you—that is, if you are not already a business relation of ours. You know, that if you push the

Window Glass Trade

for all it's worth, there are very nice pickings to be had. Besides the best of plain glass, we have a line of ornamental window glass which is as artistic and comprehensive, as any stock of its kind on earth. You can see for yourself by sending for our catalogue! Lots of dealers make money by selling ornamental window designs right from the catalogue.

WHY NOT SEND FOR IT NOW? LET'S GET CONNECTED!

The Hobbs Manufacturing Co., Ltd.

LONDON TORONTO WINNIPEG

BLACK EAGLE HATCHET

Claw Head

No. 20

Hollow Steel Handle. Oil Tempered Blade.
Hardened Head, All Riveted Under Heavy Pressure.
Parts Absolutely Immovable.
Finish-Black Enamel-Polished Blade and Head.

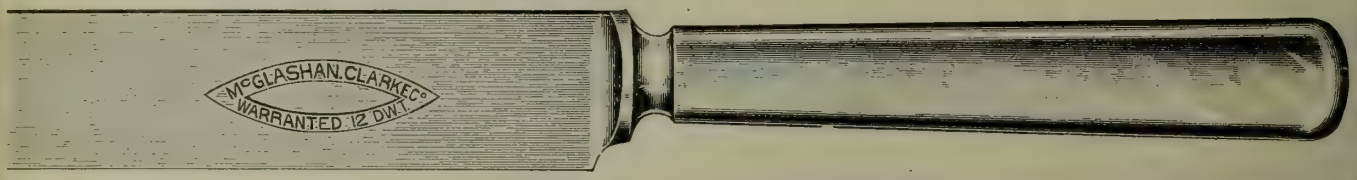
A Blade that Keeps its Temper.
A Fine Cutting Edge.
A Handle that Does Not Shrink.
No Loose Head or Breaking of Handles.
For All Practical Purposes.
Up-to-Date and at Reasonable Price.
Fully Warranted.

Sole Agents and Manufacturers

CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

MORE MONEY IN PLATED WARE



Every sale you make of our *guaranteed* Plated Ware, Cutlery and Nickel Silver Ware nets you a *handsome profit*, and a lasting friend. Remember that a pleased customer is a fine advertisement. You can make *many pleased customers* by handling our goods.

THE McCLASHAN, CLARKE COMPANY, LIMITED,
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OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
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BONE CUTTERS ALL SIZES

Hand Machines Power Machines
Interchangeable Machines

There is a big demand during the winter months for these goods.

SEND AT ONCE FOR CATALOGUE AND PRICES

Manufactured by

THE LONDON FOUNDRY CO., Limited

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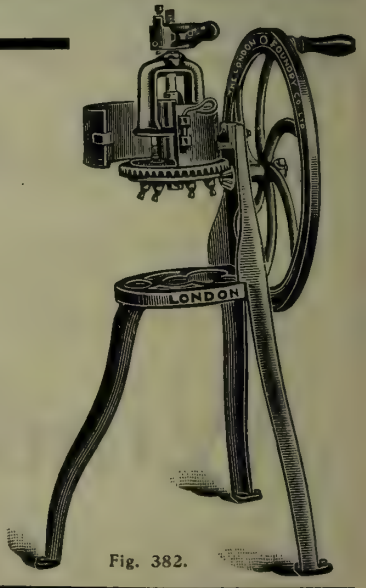
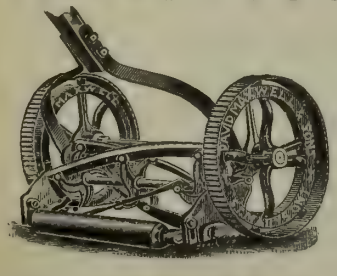


Fig. 382.

MAXWELL LAWN MOWER

A Summer Money Maker



Another Maxwell specialty—and, like all the products of this house, noted for its strength, durability and finish. Write us for prices.

David Maxwell & Sons, St. Mary's, Ont.

YOU CAN'T GET HURT

by the bursting of a Hamilton Rifle, for the simple reason that a Hamilton Rifle can't burst. This is a point which it would be rash for you to claim for ordinary moderate priced rifles. Therefore the

HAMILTON RIFLE

is the rifle for you to sell

Only specially selected and tested rolled steel is used in Hamilton Rifles. And only skilled men put the parts together. It is the safest rifle to use, and the most profitable rifle to sell.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

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NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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"Quality Unsurpassed"

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Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
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TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

AN OXFORD OAK

with a price card on it will sell easier than any other twelve dollar article. These are the days for heating stove business.

You can talk convincingly about the **Nickel Reflector Door** and the **Mica Openings in the Fire Door.** The Oxford Oak is different from anything your opposition has.

Write on a post card

"Send me a 120 Oxford Oak"

If you are an Ontario dealer it will only cost you $8.53.

The

Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver

Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta. and EDMONTON, Alta.

GUARANTEED

Don't forget that we guarantee every pound of

Sterne's Asbestos Stove and Furnace Cement

to be more durable, more economical and to have greater heat resisting capacity than any other cement on the market.

A guarantee is a great argument with your customers.

G. F. STERNE & SONS, - Brantford, Ontario

GILBERTSON'S

COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

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THE CANADIAN GROCER

PRICE $2.00 PER YEAR

Clubbed with Hardware and Metal, $3.00 per year

THE CANADIAN GROCER

MONTREAL TORONTO

Invaluable to the Ad-writer

THE CANADIAN PRINTER AND PUBLISHER is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads. to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

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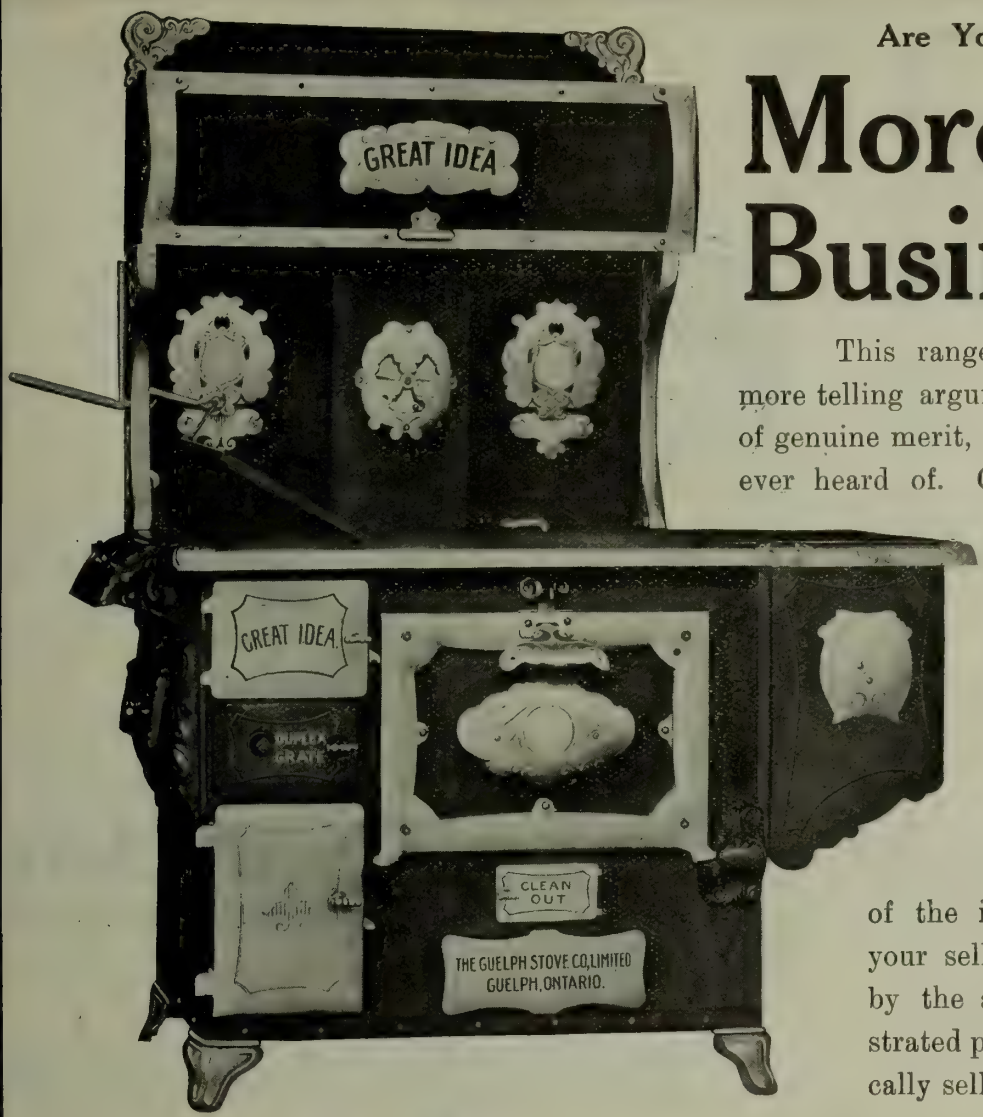
Montreal Toronto Winnipeg



Are You Looking for

More Business ?

This range has more selling points, more telling arguments, more actual points of genuine merit, than any other stove you ever heard of. Consequently it is easier to sell. Moreover, it stays sold. You never heard of a customer wanting to bring back a "Great Idea" Steel Plate Range. It's a range which doesn't stay long on your floor. Its handsome appearance at once attracts the eye of the intending purchaser. And your selling argument, backed up by the actual and easily demonstrated points of superiority, practically sells the

"Great Idea" Steel Plate Range

on sight. It is the most satisfactory range for the dealer's customers, therefore the most profitable one for the dealer.

SOME OF ITS MANY GOOD POINTS :

Pan Lift Top—for broiling, or feeding the fire ; **Double Oven Top**—which keeps the heat in the oven ; **Baffle Plates** on bottom of oven, which insure even heating ; **Pouch Feed, Swing Draft Door ; Polished Steel Body ; All Flues Have Three Thicknesses**—steel, asbestos and steel—even below the oven ; **Duplex Grates**—easy to remove ; **Grand Wood Fire Box ; Heavy Cast Back Flue ;** and lots of others.

WRITE NOW ABOUT HANDLING "GREAT IDEA" IN YOUR LOCALITY.

Guelph Stove Co., Limited

Guelph, - Ontario

Thoroughly tested. Absolutely sanitary. Skilfully made. Richly designed.

"Famous" White Ware

Suitable for Xmas trade. Dainty yet tough. Beautifully finished. Strong and durable.

Child's Sets

CUP, SAUCER and PLATE

McCLARY'S FAMOUS ENAMELWARE.

Strong and durable. Beautifully finished. Dainty yet tough. Suitable for Xmas trade.

"Canada" Ware

Child's Sets

CUP, SAUCER and PLATE

Thoroughly tested. Absolutely sanitary. Skilfully made. Richly designed.

LONDON MONTREAL TORONTO WINNIPEG

McClary's

VANCOUVER HAMILTON ST. JOHN, N.B. CALGARY

Hardware Store Business Methods

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
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Have you been dissatisfied with your trade in sheet metal building materials this year? Have you found a lack of consideration for YOUR welfare, on the part of manufacturers you have dealt with? Has your turnover been small and your profit inadequate?

If so, we want you to try our "Acorn Quality" line next year. Our first aim is to co-operate with our dealers in every possible way and we know that you will be better satisfied, if you handle our goods exclusively. We make everything in sheet metal building goods

AND

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Jardine Hand Drills

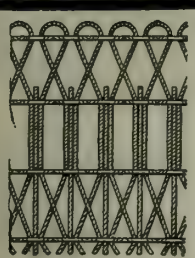
New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



ORNAMENTAL WIRE LAWN FENCE. Sold in Rolls
With or without posts and rails.

You can sell our

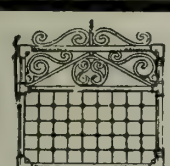
Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises

and other specialties for **Lawns** and **Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co. Limited

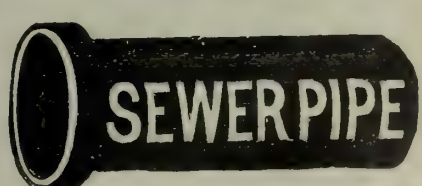
LONDON, ONT.



WIRE AND IRON GATES
Extra Quality
Special Prices to the Trade

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Persons addressing advertisers kindly mention having seen their advertisement in Hardware and Metal.

FREE

GRATIS

SILENT SALESMAN

Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.

MANTELS, GRATES, TILES,

Fire-Place Furnishings, Mosaics, Wall and Floor Tile, Gas and Electric Lighting Fixtures

The Barton-Netting Company, Limited

38 OUELLETTE AVENUE, - - WINDSOR, ONTARIO.

A White Mop Wringer

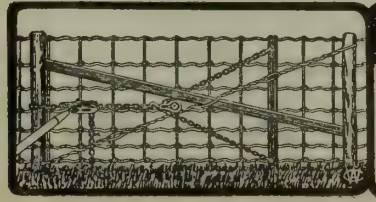
is needed in every **home** and **office.**

Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

Ask for Catalog.

White Mop Wringer Co.
Fultonville, New York



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

WE MAKE IT . .

Ready for use. Folding up. Folded for pocket.

The Ehle's Patent Lunch Box and Food Carrier

(Pat. Aug. 6th, 1907).

THIS is the Ideal Folding Lunch Box. Made with tin top and bottom nicely japanned, and strong canvas waterproof sides, it can be set up or knocked down in a second, and will nest into a space of less than half an inch in thickness—a size just suitable for the coat pocket. The simplicity of its construction combines the least possible weight with the greatest possible capacity, and enables it to be placed on the market at a considerably lower price than any other style of folding lunch box.

MANUFACTURED SOLELY BY

Write Us for Prices **E. T. WRIGHT & CO., Hamilton, Canada**

MORRISON

Two Leaders in their Line

Procurable from your dealer

J. M. T. INJECTORS

Made for EFFICIENCY and DURABILITY. Simple in construction. Fully guaranteed

J. M. T. VALVES

Built for DURABILITY

J. M. T. Valves are made in all the usual patterns. Our standard weight for pressure to 125 lbs. Extra heavy pattern for high pressure service, made of brass and iron body, with Jenkins or copper renewable disc.

The JAMES MORRISON BRASS MFG. CO. Limited

93-97 Adelaide Street West

TORONTO

EASY MONEY

seldom comes to the Bicycle dealer. It is just possible that our Metal Half Chain Guard

has cashed in more easy money for Hardwaremen than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, strong, dainty, popular—these four words tell our story. There's a profit story attached. Do you know it?

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

Steel Fishing Rods

CHRISTMAS SUGGESTIONS Suggest a **"Bristol"** to your customers for a Christmas gift. It represents the ideal gift for "serviceable luxury." Many shoppers are "at sea" as to what to buy the men folks for Christmas. A **"Bristol"** suggestion will be a "happy thought" to them.

PROFESSIONALS AMATEURS They all want **"Bristols"** because **"Bristol"** Rods have a name, and that name has for 20 years represented the highest possible standard in service, reliability, beauty and effectiveness.

GUARANTEED THREE YEARS What other Christmas gift can your customers buy which is guaranteed for three years as **"Bristols"** are? Use your newspaper space to impress this fact upon your patrons. Proofs of advertising cuts, catalogues and other information will be sent to any dealer upon request.

THE HORTON MFG. CO., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

James Hutton & Company

Montreal

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

THREE POINTS OF PERFECTION

The ideal fitting should be perfect in three things—material, threading, finish.

"DIAMOND" BRAND FITTINGS

are well known to be perfect in these three points, and to please everyone who uses them.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

We desire to impress dealers with the fact that our factory is

Headquarters for

Refrigerators, Screen Doors and Window Screens

Our increased factory capacity enables us better than ever to exercise that watchfulness to see plenty of time and care is put on materials in every department of manufacture, so that the goods when finished may be perfect in every respect.

Sanderson - Harold Company
Limited
Paris, - - Ontario

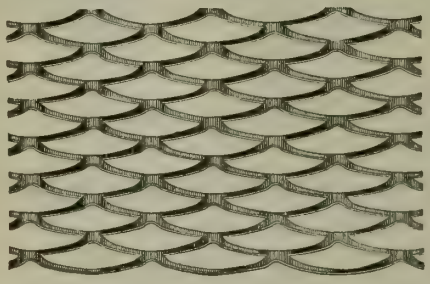
CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable.

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.
or Dunn Bros., Winnipeg, Man. and Regina, Sask.

"YANKEE" OPEN EYE SNAP

Strong
Durable

Brass
Lever
Spring

"Yankee" Snaps are made in all styles.

COVERT MFG. CO., - TROY, N.Y.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd,

TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention this paper.

BUSY MAN'S IS A NECESSITY, NOT A LUXURY.

If you were to offer your customers, free of charge, an everyday household commodity, and they did not take advantage of your offer, what would you think of them?

This is exactly what you do when you refuse to send for a free sample copy of the Busy Man's Magazine. The magazine is a necessity, not a luxury. It shows how men in your line have succeeded. It will keep you posted on all topics of the times, furnish you with new ideas and inspirations.

The man in business, or the young man with a business life stretched out before him, reaches the goal of success by checking up his methods with methods of men who have succeeded. He cannot help but profit by their experience. Two heads are always better than one.

The December number of the Busy Man's contains a thrilling and inspiring story of a young man who started life at $12 a week, and was drawing a salary of $40,000 a year at the age of 30. A true story, though it may appear impossible. His grit, tact, and perseverance overcame the insurmountable difficulties which most of us fall down on. Wouldn't you like to read it?

The January number tells the story of a young farm boy who entered business life under many handicaps. He was wide-awake and earnest. To-day his name ranks first in the commercial world; his annual income is well up in the million mark. He tells in the Busy Man's Magazine how he overcame such difficulties as we are stumbling against every day. Can you afford to miss this story?

The life stories of successful men is just one of the many features of Busy Man's, which gives the Cream, the choicest, and the Best articles in the world's current magazines and periodicals. Nothing gets into the Busy Man's except the instructive, timely and entertaining. No turning over of a dozen pages to get one interesting one.

Our special offer gives you the December and January numbers free, 14 issues for $2, the price of 12. But the offer only holds good as long as the Christmas number lasts. Send your order in to-day.

THE BUSY MAN'S MAGAZINE

TORONTO

Montreal **Winnipeg** **London, Eng.**

NICKEL PLATED GOODS

ROYAL TEA POTS

ROYAL COFFEE POTS

Packed separately in cardboard boxes

Nos.	430	440	450	460
Pints	3	4	5	6
Per Doz.	13.90	15.15	16.40	17.65
Case lots, Doz.	1	1	1	1

Nos.	431	441	451	461
Pints	3	4	5	6
Per Doz.	13.90	15.15	16.40	17.65
Case lots, Doz.	1	1	1	1

UNEXCELLED IN DESIGN AND WORKMANSHIP.

N.B.—WRITE FOR DISCOUNT

THE KEMP MANUFACTURING CO.

COR. GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., MONTREAL, QUE.

THE LIGHTEST!
THE STRONGEST
THE MOST PERFECT, ECONOMICAL
AND SATISFACTORY HORSE-SHOE NAIL
IN THE WORLD.

THE CAPEWELL HORSE NAIL CO., Toronto, Ont.

Branch Offices and Warehouses: Winnipeg, Man. Vancouver, B.C.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott. Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee — The officers and H Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee — W. Stearman, Vancouver H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria

STRONG TESTIMONIALS.

The following letter from one of the members of the Ontario Association speaks eloquently of the value of the service being rendered the trade by the collection department of the association :

> "I sent out thirty-one of the first letters, amounting to $108.-59, all small amounts ranging from three to ten dollars, and from these received ten accounts in full, amounting to $22.17. I followed the balance up with the second letter, and received seven accounts in full, and $5 on the eighth, amounting to $19.76, and $41.93 in all. I think this a very good showing, as these were accounts that I had tried every known means to collect, and all had failed. My opinion is that if I had a third letter (worded a little stronger) I could collect a few more out of the rest of the thirty-one letters first sent out.
>
> "I think it would be a good plan to engage some lawyer to write a legal letter, and I am satisfied it would have a good effect, for coming right after the form letters it would make delinquents think we meant business."

Another member who is using the service, sent out letters to seventeen delinquents, the accounts totalling $554.-50. Already five have cashed up and $150.16 paid in. There has not been time to get full returns or use the second letter. In a letter to the secretary the firm write :

"The collection department is a winner. We are getting results every day. They seem to be afraid of you."

One of this firm's delinquents also wrote the secretary in response to the first form letter as follows :

> "As regards my account with ————, I write to tell you I am not in any way trying to shun payment, only ask a little time in which to be able to make up money. Will have a settlement after Christmas when grain begins to move a little. There is no necessity of going to trouble nor adding costs. I will pay just as soon as possible."

Retailers who have not yet used the service should find it to their advantage to do so after the holidays. Paid up members of the association can secure a supply of 100 letters and envelopes for $1. Non-members can join the association from January to May for $1 and for another dollar can secure the collection service.

PARCELS POST WON'T DOWN.

In the United States the retailers are putting up the fight of their lives against the proposal of Postmaster General Meyer to establish a parcels post system, which, on the surface, appears to be fair to the retailers in the smaller cities and towns, but which is being pushed actively by the catalogue house interests. In future issues of Hardware and Metal considerable space will be devoted to a discussion of this subject so that retailers in Canada will be prepared to uphold their rights successfully in case the question becomes an issue again in this country.

That the subject of a parcels post system for Canada will be brought forward again is certain. The wealthy departmental store magnates spend hundreds of thousands of dollars with the daily newspapers for advertising and will be sure to see that a campaign is conducted in their interests. An instance of this occurred this week when the following letter appeared in several of the Toronto dailies :

> Editor World : What newspaper is going to take hold of the question of how to deal with the delivery of small parcels now handled by the express companies ? Canadians are a very long-suffering people, possessed of infinite patience, and willing to be manhandled by any corporation for the sake of peace. Christmas is coming on, and, as in former years, we will see the express companies collecting the full value, and often far more than the value, of the parcels delivered. There does not seem to be even a pretence of regulating their charges, and the whole country is at their mercy. Why does not the Government increase the limits of the post office, as in England and elsewhere, where parcels are delivered at a nominal cost and collections made when necessary ? This is quite as important a question as many that are agitated, and I am willing to contribute liberally to a fund to agitate this question. The system is extravagant and antiquated, and a heavy tax on industrial concerns requiring this form of delivery.
>
> Long Sufferer.

Another paragraph which was published widely in the daily press a fortnight ago was an extract from a report made by D. H. Ross, Canadian Trade Commissioner to Australia, as follows :

> "There is a hint for the Canadian Postmaster-General in an extension of the parcel post system throughout Australia, by which the State acts as the trader's agent and for a commission not only delivers the parcel, but collects the money due for the goods contained in the parcel and remits the amount collected to the consignor. In Victoria last year the number of parcels increased by 87 per cent.; in New South Wales 106 per cent.; in Queensland 38 per cent.; in Western Australia 45 per cent., and in Tasmania 42 per cent."

If Canadian retailers wish to prevent a similar increase in the volume of mail order business in this country they must secure the co-operation of the country publishers in showing farmers the disastrous effects of building up the fortunes of the departmental store millionaires at the expense of their own districts. If country stores are forced out of business, the country newspaper will deteriorate or die, town and farm property will decline in value, and farmers will be dependent solely on the city newspaper and store for his news and store needs.

YOU ARE THE TEACHER.

Success in retailing depends in no small degree upon the habits or customs the merchant establishes among his customers as he does business with them from year to year, says the Hardware Trade. With the proper determination it is possible to put into effect any reasonable store policy. It is just as easy to get the customers used to good business habits as to bad ones.

Once a merchant makes concessions to a customer from the regular policy and principles of the store the customer is never satisfied afterward unless any concessions he asks are granted. He gets the idea that if he is getting such concessions others are getting concessions of other kinds and he thinks no deal is complete until he has worked for all the concessions he can think of.

On the other hand, if the merchant stands pat on a reasonable policy, he soon gets the enviable reputation of dealing with all people alike. Then he is in a position to be absolute master of his own business and more of a master of his own destiny in that community than would be possible otherwise. And this is not so difficult as many merchants think.

Advertising Value of Artificial Light

V. P. McKinnie, in Modern Sanitation, argues in Favor of Utilizing Show Windows both Day and Night.

What story does your show-room or your show window tell to the passerby when night falls? What inducement does it offer, what invitation does it extend to promenaders to stop, look and comment upon the goods displayed? Perhaps in ninety-nine cases in a hundred the answer will be that it offers no inducement whatever.

When this article was suggested, repeated efforts were made on behalf of the editors to secure a number of window photographs taken after dark, but the search proved almost fruitless and only served to prove how sadly neglected after night has been the show window of the plumber.

Your show window is probably your most valuable advertising asset. It is of more importance than your showroom, because it is the first announcement of your business that meets the eye of the prospective customer. Therefore, it is of utmost importance that it be well dressed by day and well illuminated at night, because the customer's first impression of you and your qualifications will be moulded from the progression—or lack of it—reflected in your show window.

A striking example of the advantage of lighting show windows at night. This window advertising will draw business both day and night and results should repay expense several times over.

It is true, that a wave of reform in plumbers' show windows has swept over the country, and that to-day hundreds of windows which only a short time ago were storage places for dirt and a confusion of tools and fittings, are now models of cleverness and cleanliness, reflecting in their neat arrangement of bathroom fixtures not only the business progress and intelligence of the owner but also the improvement in the manufacture of sanitary appliances.

The plumber differs from his business associates in that he has not seen and taken advantage of all the opportunities his show window offers for effective and inexpensive advertising.

Let us suppose you arrange your window with taste and judgment, and through the day when the sun shines, credit is done to your up-to-date methods of exhibiting your goods. But at night when the great commercial value of artificial light and its necessity is made evident on all sides, when the population of your community—your probable customers of to-morrow—throng the streets returning from their work or proceeding to their amusements—at this time what is the appearance of your show window? If it sends forth a shaft of light illuminating your location and the goods you have to sell, then you have already seen the necessity of bright light at night as well as by day to the attainment of business success. But if your window and your store front stand black against the darkness of the night and passersby hurry past your doors with eyes averted because not invited, then the subject of advertising light which we shall talk about here should interest you.

It is at night, when the business day has given place to the gloom of the evening, that a show window can be made a most conspicuous and profitable advertisement. The reasons for this should be obvious. It is in the evening when people go abroad to see and to be seen. The business cares of the day are laid aside, their steps are slow, their eyes observant and their minds receptive.

What arrests the steps and attracts the atention of these evening promenaders? The light that gleams from shop windows. Perhaps it compels only a momentary pause, a passing glance, maybe a critical contemplation of what is offered for sale in the window. At all events, the light has advertised your business and won attention to your window, and how can you tell that the window gazer of to-night will not be your patron of to-morrow?

No matter where your place of business is the light in your window will attract and advertise it. Be it on the most prominent thoroughfare in your city or in some obscure corner in your locality, passing people will see and remember it.

If you have gone to the expense of fitting up an attractive show window with high grade plumbing fixtures, why not obtain full advertising value for your outlay? If you allow it to remain dark after night comes you are cheating yourself, and your show window investment is to a great extent a loss. A hundred years ago, the shopkeepers of England and other European countries barricaded the store front and show windows with heavy oak shutters at the end of the business day. This old-time exhibition of business ignorance has long ago become obsolete, but if you allow your window and store front to be without illumination after dark, then you are following the example of those long ago shopkeepers and putting up the shutters of darkness to hide from view the goods you have to sell.

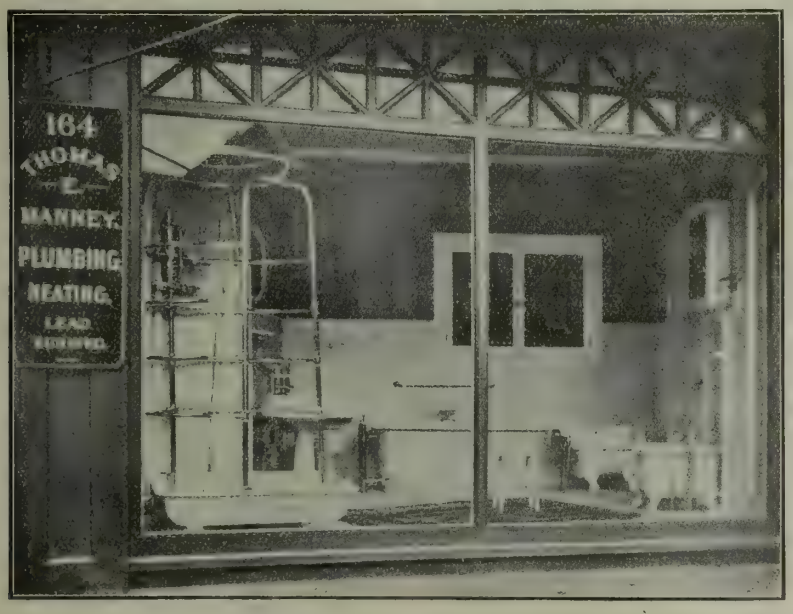
To illuminate your window and make it eye-catching and bright, it is not necessary for you to spend a large amount of money. No elaborate display or illumination is required, and good results and pleasing effect can be secured by simple means and moderate expense.

If you depend upon natural or artificial gas for light, then you should be able with your own ability to make your window the most attractive in your neighborhood. It is an easy task and only a matter of a few hours' time for you to run a gas connection to your window. Your judgment and requirements will dictate the number of burners and mantles you will require to provide sufficient light. If your window is fitted up to represent a modern bathroom, excellent light can be secured from wall brackets placed above and on each side of the lavatory, or on opposite sides of the window. A center chandelier of incandescent lights is also a pleasing, inexpensive and very attractive method of window lighting.

Photographic proof of the truth of this is presented by the picture of the show windows of the Salina Plumbing Company. The lighting is not elaborate or costly, but so cleverly done that everything is shown to the best advantage. The most pessimistic opponent of advertising can hardly deny that a window of this description cannot help but be a creator of business and a source of profit.

Of course those window lights cannot be allowed to burn all night and those plumbers who do not reside near their place of business may not fancy the duty of visiting their showroom late at night to turn off the window lights. But this objection is easily overcome. Almost every town or neighborhood has its public or private watchman who patrols the streets after dark, and many merchants whose windows are always lighted make arrangements with these watchmen for turning off or lowering their window lights after a certain hour. The plumber can do the same. The watchman is usually provided with a key to admit him inside but an electric switch or gas shut-off can be attached on the outside of the door in some obscure corner and so make his duty simple and obviate the necessity of his entering the building. If a little light were desired all night a by-pass could be attached.

When the solution of this window problem is so simple, and when it is considered that the plumber himself by reason of his practice can make this great improvement with his own hands, it is indeed surprising that the



A plumbing window display, the natural beauty of which is enhanced by brilliant lighting at night.

windows of plumbers the country over are not models of brilliance for others to copy from. But the change from the old to the new is being accomplished. Slowly, it is true, but nevertheless surely, and the day is not far distant when the show window of the plumber will be as bright, pleasing and eye-catching after dark as the window of the jeweler or the druggist.

Determine to take rank at once with the pioneers who have made their windows beacon lights to guide customers to their doors. Dress your window so that it will be attractive by day and brilliant by night. Every penny you spend to accomplish this end is money well spent and is certain to bring you profit. By doing this you exhibit a confidence and pride in your business and the public will repay you by placing confidence in you.

Do not pattern after the plumber of a decade ago who was satisfied to call a dark and dingy shop his place of business. Do not let old fashioned methods and traditions keep you plodding along with those who cannot see the light—and the advertising value of the light. Strike out for new business by using new methods to get it. Follow the example set by successful merchants in other lines of business and make your show window flash an invitation to the passerby; make it brighten and cheer the neighborhood when night falls, and reflect not only light upon the goods you sell but credit also upon your enterprise, progression and sound business sense.

Extensions being Made to Dominion Car tridge Co.'s Plant.

FIVE WESTERN NEEDS.

C. Edward Wood, general sales manager of the Dominion Cartridge Co., of Montreal, has just returned from a business trip to the coast. While naturally optimistic, Mr. Wood does not close his eyes to the fact that the Northwest is in a transition period, wherein trade will emerge sadder and wiser from a speculative period, which has wrought harm to all legitimate business. Mr. Wood says there are five things needed now for the welfare of the west—courage, application, caution, retrenchment and memory. There is no evidence of a 'let-up" on the part of the energetic westerners, business men are exercising caution and making retrenchment and to prevent a recurrence of the past year's experience it is hoped that its lessons will not be forgotten.

That the Dominion Cartridge Co. has abundant faith in the future of the country is evidenced by the latest addition to the company's factory premises. The new building—making a total of forty-three buildings—is 500 feet long and will be devoted exclusively to the manufacture of metallic cartridges, the building formerly used for both shot shells and metallics to be used only for loaded shells. The newest and most approved automatic machinery is being installed, so that the plant will be unsurpassed for its equipment by any in the world. This increased space was necessitated by the enormously increased demand for Dominion ammunition throughout all parts of Canada, due to its growing popularity and the judicious advertising the company has been doing.

Dominion loaded shells are taking the same high place amongst those who use the shot guns as the metallic cartridges already occupy with rifle and pistol shots. The company is now in a position to supply all demands, and as Dominion ammunition suits all firearms and dealers find there is no occasion for importing cartridges and are more and more adopting Dominion goods to the exclusion of foreign goods. Dealers feel that by confining themselves to one comprehensive and complete line they are meeting all their customers' requirements and meeting the altered financial condition without impairing their trade.

In addition to the cartridges supplied the Canadian trade, the company exports large quantities to the United States, Central and South America.

Laziness is an easily acquired art.

If a man deceives me once, shame on him ; if he deceives me twice, shame on me.

The Christmas Window Display

Every hardware store in Canada should have special displays in the windows now—Don't forget to have a photo taken for Hardware and Metal's Prize Competition.

The next two weeks will tell the tale. If the merchant has been progressive and has followed plans carefully laid out six weeks or a couple of months ago it is fairly certain that his holiday sales will show a satisfactory increase, despite the check given to business by the closing down of many industrial plants and the putting on short time of the workers engaged in other industries.

This holiday season is one where the best salesmanship is required to win. The dealer without ideas might have secured a goodly share of trade in season's of extreme prosperity, but at a time of uncertainty like the present the merchant must do the livest kind of newspaper and window advertising if he wants to see a favorable balance in his cash drawers after the holiday rush. It is generally conceded that the present financial conditions are only temporary and that next spring will see trade again in full swing, but in the meantime the problem is to get business. How can it be secured? Only in one way—by going after it. And the proper way to go after it is to make the advertisements, the windows and the store as attractive as possible during the holiday season.

Display of Holiday Goods Arranged last Christmas by R. W. Craigie for C. C. Lee's store at Goderich.

Our Prize Offers.

For several weeks Hardware and Metal has been publishing practical suggestions regarding holiday trade. Many merchants have changed their old-time methods and in November planned a live campaign for trade, changing the windows weekly and making the newspaper advertising and show windows work together to bring customers to the store. The local printer, too, has been called in to assist in getting out effective printing matter to encourage people to make their purchases early before the stock has been picked over.

On another page particulars are given of a number of prizes offered to encourage merchants and clerks in this work. An exchange of ideas is helpful, and, while window trimmers in Halifax and St. John cannot be expected to go to Winnipeg or Calgary to see the work of their brother clerks the columns of Hardware and Metal can be used for presenting in illustrated form the work of the best trimmers in every part of the country.

Two prizes are offered for photos of holiday windows, one for the artist in the large cities and the other for those in the smaller places. In addition to the prizes, payments of $1 will be made for all considered worthy of publication. Then, prizes are also offered for the best holiday advertisement and the most effective selling plan. All the competitions close on Dec. 31, and 1907 postmarks should, therefore, be on every entry. Intending competitors should lose no time in arranging for photos of their holiday displays.

Neat Goderich Window.

The accompanying illustration shows a display arranged last year by R. W. Craigie, a young Goderich clerk, who has done effective work in C. C. Lee's store windows during the past couple of years. The photo taken was very small, but the enlargement shows a neat exhibit of case goods, silverware, lamps, etc., the window being about 10x10 feet in size. The background represented the front of a residence, with verandah in front. The door was made with oval mirror, from which white cheese cloth was pleated to the edge. In the mirror can be seen the reflection of the dome of the county court house. The door casings and window frames were made of red cheese cloth, also the trimmings around the verandah. From one window Santa gazed out from between the curtains and at the other appeared a Bissells lady with sweeper. The pillars of verandah were stove pipe covered with white cheese cloth, while the rail of the verandah was made of different colored lamps, and when lighted added greatly to the attraction. The floor and steps were covered with white cheese cloth on which was displayed chafing dishes, serving kettles, carving sets and all fancy Christmas goods. Sprays of holly added much to the brightness.

A Berlin Window.

L. H. Fleischaur, with Peter Hymmen of Berlin, Ont., submitted a couple of photos last year, but reflections from across the street made the photos impossible of reproduction. The Hymmen store is one of the largest and best store buildings in Ontario, the windows being 7x12x9 feet in size and two feet above the pavement.

The left-hand window was in the form of steps 12 inches high, with 12-inch risers and ran along the front and one side of window, with the front space 2 feet around front and side. This window was used to display toys and other small seasonable goods with the top tier for sleighs and express wagons. The whole structure was covered with white cloth. All goods had price tickets attached.

The right-hand window was built in form of a colonial porch, with green foreground to represent a lawn. The background was 7 feet high across the entire length. Porch proper was 5x3 feet with 18-inch elevation. The pillars were made of 6-inch stove pipe 4 feet high. The roof was 5 feet by 3 feet by 18 inches high. The whole structure was covered with white building paper, oiled and painted with two coats of white. The gable was decorated with one festoon, and with one date plate, all painted green with date in white. The background and base of porch was decorated with holly. The goods displayed in the window were silverware, carvers and other case goods. All goods bore oval priced tags, neatly printed in green.

Santa Claus Window Display.

SANTA CLAUS WINDOW DISPLAY.

A recent issue of Iron Age contains an excellent, though simple, idea of a Santa Claus window display, a good idea of which may be had from the accompanying cut.

The chimney is constructed by means of cardboard boxes about the size of a brick and the rows used to build the bricks to the required height are separated with a small quantity of cotton batting, the edge of which, if properly exposed, will give the appearance of mortar. In construction the side of the "bricks" bearing the label should be exposed to show the quality of the goods and the brick yard they come from. Over the top of the chimney place more batting, arranging it to have the appearance of snow, shown by the illustration. Powder up some Isinglass to add a snow sparkle and sprinkle on the cotton.

Santa Claus is made out of a false face, coat, etc., the figure being well stuffed. He is shown on a ladder which reaches the top of the chimney and should be displayed with a good pack of Christmas goods on his back.

Dealers and Their Stores

McQUAT'S STORE AT LACHUTE.

How a fine business can be built up by perseverance and commercial acumen is strikingly shown in the case of T. McQuat & Son, hardware merchants, of Lachute Mills, Que. The special opportunities awaiting any would-be merchant in a large centre of trade, where the demand grows apace with the rapid development of the population, and money moves freely to stimulate the progress, did not exist in Lachute Mills. Here was a district but sparsely inhabited, comparatively speaking, offering up a trade that to become of any great volume needed careful nursing and exploiting. Despite, however, various disadvantages, T. McQuat, little by little, over a long sequence of years, developed a fine business with extensive ramifications. As time went on, the old store became too crowded; room was wanted in all directions, and then the firm decided to erect a building worthy of the business that had been developed. The new structure has now been finished, and from the photograph, which we reproduce, it can be seen that T. McQuat & Son have shown meritorious enterprise in the size and conception of the building. Not only has a commodious store and machine shop been erected, but the building is a noticeable one—and, therefore, a good advertisement—in the neighboring places of Lachute and Lachute Mills.

New Store Erected by T. McQuat & Son, Lachute, Que.

The material used in the building is grey stone with dark red facings at the corners, giving a pleasing effect to the structure. There are two floors, besides a spacious basement. One of the most noticeable features of the building is the great amount of light provided by ten large windows on each floor. On each side of the front entrance is a large plate glass window, giving opportunity for attractive displays to catch the eyes, and rivet the attention of the passer-by. Down one side of the store runs a commodious counter, fitted with a plate glass top, through which is shown cutlery and other light hardware. Behind the counter are drawers reaching almost to the ceiling, and access is made easy by means of a movable ladder running in grooves on a ledge. On the outside of these drawers are fastened samples of the articles within, making a good display, and simplifying classification. On the other side of the store are fitted stands of shelves, on which are placed the heavier hardware articles, Down the centre stoves are arranged. This part of the building, where the retail business is carried on, takes up only half the ground floor. The remaining part, and also the second floor and basement, are used for the storing of hardware stock, and also of machinery, of which the firm are manufacturers.

The building was started in July, 1906, and almost all the materials used in construction were manufactured by T. McQuat & Son themselves, as, besides being in the retail hardware trade, the firm carry on a large business as founders. The erection is as near being fireproof as such a one can be made. The firm intend to erect another building similar to the present one in all respects, except that it will be double in width. The construction will be begun next spring, and the completed building will be used as a machine shop for the manufacture of the machinery for which T. McQuat & Son are well known in the locality. The firm may well be proud of the new building, and aspiring young merchants would do well to take a lesson from the enterprise and business thoroughness which has helped T. McQuat & Son to their present prominent position.

PHOTOGRAPHS OF WINDOW DISPLAYS.

A store, noted for its fine window displays and the excellent photographs they secure, give their experience in securing them as follows:

"We have found it better to take photographs at night for the simple reason that you can give a very long exposure and people passing between the camera and window would not affect the picture at all; of course, you must not allow them to stop and look in the window. We have the lights in the top of the window lighted; lights that are used in connection with display are turned out for the reason that they detract from the effectiveness of the picture. We have found that about 30 minutes' exposure is necessary for our windows. It is impossible to tell what exposure to make in all cases, but anywhere from 20 minutes to an hour; this you would have to experiment with."

LARGE QUEBEC HEATER.

S. J. Hirsey, Kingston, writes: "Can you give me the address of some firm manufacturing a larger Quebec heater than No. 5, or Tortoise stove?"

Answer:—We have made inquiries but cannot secure the name of such a firm. Possibly some reader will send us the desired information.—Editor.

Effective Hardware Advertising

Occasional Talks Written for Hardware and Metal by W. F. Ralph.

When the first ring at the door bell is not answered, don't conclude that the folks are not at home. This applies to advertising. Ring again.—British Printer.

* * *

Ring again! That's the point. City and town dailies and country weeklies are full of examples of the "ring again" advertising policy. Especially now that Christmas is so near. One noticeable fact about the advertising of the most successful stores is, that their news never seems stale. Day after day, week after week, in spaces of a size suitable to the offerings from time to time made, the ads. of these stores "ring again" with a perennial freshness that is truly marvellous. No wonder the people get to looking for such ads., and miss them if by some chance they don't appear.

The Christmas tone is permeating most advertising these days, and quite right that it should. Is it permeating your advertising? Does every ad. which you put in your local paper and every card which you hang in your window carry the mind of the reader right up to Christmas Day? It ought to. Even the stingiest man you ever knew will loosen up some if you keep on suggesting it to him.

* * *

Have you ever heard the saying "that man has told that yarn so often, that he's begun to believe it's truth." We're not advocating that hardware men should stretch the long bow, and keep on stretching it till they believe it's the truth they're telling. But we would like you to realize to the full how valuable is repetition in advertising. That means, of course, repetition of the idea or suggestion—not repetition of language.

On the contrary, language should be changed as often as possible, so as to avoid monotony. But the idea—the suggestion that your store is the store of stores—should be eternally hammered in.

Take the matter of Christmas presents, for instance. Suppose you have a line of goods suitable for this purpose (as every up-to-date hardware man has). The way to sell those goods is to convince the public that they are the very things people like to get for Christmas presents. To convince the public that such is the case you will have to harp on this suggestion with all the energy and originality at your command.

If you tell the public daily, or as often as opportunity in the shape of an issue of the local paper presents itself, the public will take notice, will believe, will be convinced—and buy.

This is no arm-chair theory of advertising. It is a well-known fact of advertising science. It is being proved every day in every community. Moreover it stands to plain reason that it's true.

The mind of the general public as far as your hardware store is concerned, may be assumed to be open and unprejudiced. You gain access to this mind. You create a certain impression upon it. Naturally—as natural as the force of gravity—the oftener that impression is made, the firmer it becomes. Thus it is only a matter of time before the public mind—which was unprejudiced either for or against your store—becomes prejudiced in its favor. This logic is unassailable.

* * *

A Big Ad.

Twenty-five per cent. of a reduction upon all lines carried, certainly may be termed "a whale of a slash." But such a slash has been made in the prices of Hockin's & Siddon's Hardware Co., Moose Jaw, Sask.—a reproduction of their double page ad., appearing on this page. Opinions may, of course, differ widely on the wisdom of cutting prices to such an extent; and many hardware men may characterize such a course as detrimental to the stability of the retail trade. But be that as it may, the ad. reproduced—treated as an ad.—is a most commendable production, and that apart from mere size, too. It occupies two full pages of the Moose Jaw Times. It is worded convincingly, and set up attractively. The 25 per cent. reduction includes Christmas goods. And if such advertising, coupled as it is in this case with such price reduction, does not succeed in moving the goods, surely nothing will.

This ad. Appeared in Two Pages of the Moose Jaw Times, the original size be ing 20x32 inches. The arrangement of display, the typesetting, the well-chosen reading matter and the prices in plain figures are all commendable features.

Amongst the Travelling Salesmen

TRAVELER BECOMES RETAILER.

B. S. Leak, who was one of the Ontario representatives of Lewis Bros., Montreal, recently joined the firm of Mackie Bros., hardware merchants, of North Bay. The district offers a good field for a progressive business of this description, as it is the key to the Cobalt country. The various lumbering and other industries along with the prospect of the Georgian Bay canal reaching the town in the near future, tend to make North Bay a very important centre.

The store of Mackie Bros. is 215 feet long and with a staff of nine is a scene of much business activity. The firm has added 24 feet of silent salesman, and has erected a warehouse two stories high. Business to date is averaging $150,000 a year, and has necessitated the purchase of a cash register costing

B. S. LEAK, NORTH BAY,
Who Recently gave up the Road to Manage a Retail Business.

$816. A. T. Mackie is president of the company, and W. L. Mackie secretary-treasurer, B. S. Leak is vice-president and managing director, and his business capabilities, which made him so popular in the district while with Lewis Bros., will no doubt help to make a success of his new venture.

WESTERN ONTARIO TRAVELERS.

The annual meeting of the Western Ontario Commercial Travelers' Association was held at London last Saturday. The officers elected were: President, J. T. Green; vice-presidents, R. E. Davis and Donald Ferguson, London, and John Lennox, Hamilton; treasurer, W. L. Underwood; directors for London, W. Smithson, L. C. Johnson, John Herald, A. S. Wallace; for Toronto, F. W. Heath, C. R. Wilmot, R. Horsman, A. E. Johnston; for Ottawa, F. E. Brecken-bridge, A. T. Lane; for Hamilton, George Hope, John Booker, H. R. Throwber; for Stratford, James Dow; for Brantford, Geo. Watts, jr.; for St. Mary's, Jas. Maxwell; for Montreal, H. Hannon, H. A. Borbeau; for Ayr, John G. Watson; for Oshawa, Major R. Dillon; for St. John, N.B., M. F. Irwin; for St. Thomas, B. F. Hassenger; for Woodstock, R. G. Bickerton, Alby Robinson, J. E. Ferguson; for Windsor, Jas. F. Smyth; for Chatham, Chas. Hadley, A. E. Merritt; for Ingersoll, Wm. Watterworth, C. W. Johnston; for Sarnia, Wm. Storey; for New Hamburg, J. Ratz; for Winnipeg, H. J. Boyd, H. W. Little; for Aylmer, R. G. B. Moore; for Calgary, J. A. Brookbank; for Victoria, B.C., T. Harry Slater. The report shows an increase of 200 in membership in the year, and it now totals 2,500. The reserve fund is increased by $17,757.78, the largest of any year. Death claims totaled $9,455. The balance of assets over liabilities is $158,306.22.

STORE LOCATION.

A merchant often feels that because of his location he cannot successfully sell some lines of goods. For years his trade has been entirely on staple goods. He has been and is constantly fighting to hold business in which keen competition is ever squeezing the profit to a smaller point. Let such a dealer get away from his old ideas.

There is a store in an eastern city where for years the proprietor had such a notion, writes "Hammernail." His location was in a poor part of the town. His rent was low but his business hardly paid his small expenses. He longed for better location. Finally he found a customer for his store, lease and good will. The first thing the new owner did was to have the landlord put in a new front, new floors and an elevator, paying an additional rent amounting to ten per cent. on the cost of these improvements. The store, too, was rearranged. New lines were added. No longer did customers find it necessary to climb over nail kegs to get through the store. The business has prospered and pays to-day an income nearly three times as much as it did under the old hide-bound management, plainly showing that after all location is not everything.

TRUTH ALWAYS PAYS.

A salesman impresses his individuality on his customers. If, after using an article a customer finds that what has been told him about it is true, then a certain degree of confidence is established. If frequent sales are made with the same result then confidence is developed and a permanent customer is made for the store. There is only one way to establish this confidence and keep it and that is, always to tell the truth. A liar has no permanent place in business life.

A FAITHFUL OFFICER.

R. M. Stuart, of the Burrow, Stewart & Milne Co., Hamilton, who is a candidate for re-election as second vice-president of the Hamilton branch of the Commercial Travelers' Association of Canada, has been on the road for about twenty years. For three years he has held office in the association, two years as director and one as second vice-president, during this time being present at every meeting of board or committee of which he was a member. Mr. Stuart is a 32nd degree mason and has

R. M. STUART, HAMILTON,
Candidate for Re-election as Second Vice-president for Hamilton of the Commercial Travelers' Association.

held some of the highest offices in the gift of this craft in Canada. He has also been for many years superintendent of the Sunday School of Wesley Methodist Church, Hamilton.

A special general meeting of the shareholders of the Maritime Coal, Railway and Power Company, Nova Scotia, was held at the Windsor hotel, Montreal, for the purpose of formally ratifying the issue of new bonds to be exchanged for the old bonds of the companies now amalgamated. David Mitchell, the general manager, stated that development work was being rapidly pushed in the collieries of the company. It is expected that a vast field of first-class steam and locomotive coal will be opened up. The power plant connected with the colliery for the supply of electrical energy to the industries of Amherst was going night and day.

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL, - - - - - - 232 McGill Street
Telephone Main 1255
TORONTO - - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - - 511 Union Bank Building
Telephone 3723
LONDON, ENG. - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - 1001 Teutonic Bldg.
J. Roland Kay
VANCOUVER, B.C. - - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - - - - - Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - 12s
Published every Saturday

A REMINDER.

During the next ten days hardwaremen will have their windows in their most attractive and inviting dress of any time during the year.

Have a photograph taken for Hardware and Metal. On another page will be found particulars of the prizes offered by this paper for the best window displays, newspaper advertisements and most effective selling plans.

The competitions close January 1, so arrangements should be made at once to forward photos, advertisements, etc., before New Year's.

A BRIGHTER OUTLOOK.

The general feeling regarding business throughout Canada this week seems to be much more optimistic than for a month or so previous. People are ceasing to think and to talk about financial stringency and are beginning to plan for increased business in the new year. And for this the outlook almost everywhere seems much brighter.

Our correspondents in all parts of Canada refer to the more cheerful outlook taken by the heads of large local industries and business houses.

The serious trade depression which prevails in the United States and to a lesser extent in Europe has been reflected here. There is no doubt but that it has been generally felt. But it appears as if the trouble in Canada was only to be temporary.

What Canada has been chiefly suffering from is growing pains, due to the fact that its industrial development has been greater than its expansion of capital.

It is true that factories have closed down here and that wages have been reduced, but has this not been the result of a reflection of the situation across the border and to guard against any contingency rather than from serious local trade depression?

Canada, with her magnificent resources, is enjoying a period of growth and prosperity which no economic factor can seriously disturb for any length of time.

MAYOR ASHDOWN ENDORSED.

The civic elections in Winnipeg this week resulted in an even greater endorsement of his administration than his re-election by acclamation referred to in these columns last week.

The elections for Board of Control and aldermen were fought out on the issue raised by Mayor Ashdown and the business men he represents, the result being a complete victory for the citizens ticket, Controller Garson, the head of the opposition to Mayor Ashdown, being defeated for re-election although expected by many to head the poll.

The by-law to create a debt of $100,000 debentures for the purpose of establishing a public abattoir or slaughter house and stock yard in the city, was defeated, as was also a by-law to create a debt of $200,000 by debentures for the purpose of purchasing and equipping in the city for its inhabitants a public recreation ground; likewise a by-law to create a debt for $200,000 by debentures for the purpose of constructing a conduit system in Winnipeg for placing telegraph, telephone, electric light and power wires underground.

ANOTHER TRIBUTE TO CANADA.

In ordinary times our United States friends have refused to take Canadian paper money excepting at a large discount, but in the last few weeks concerns across the line have been pleading with Canadian customers to send them Canadian bank bills instead of cheques in payment of accounts. The result is that there is an immense amount of Canadian money now in circulation in United States. In the border towns for a couple of weeks there was very little currency, other than Canadian, obtainable. The Americans, too, seem to have much greater faith in our banks than in their own, for immense sums of money have been pouring in during the last few weeks for deposit in the banks in the border towns. In all it is estimated that ten million dollars have been withdrawn from U.S. banks in the border towns and deposited in Canadian towns. One man arrived two weeks ago from Philadelphia, with $212,000 in cash, in a hand bag, which he deposited in a Toronto bank. There is good ground for the faith they have in Canadian institutions. In the severe depression of 1893, when hundreds of United States banks went under, there was not one banking failure in Canada. The few banks that have failed in the last 20 years have been small, with one exception, and even then depositors have in nearly all instances been paid in full.

ESSENTIAL QUALIFICATIONS.

Courtesy and tact go hand in hand. No successful dealer has ever been without these two qualifications. Attractive wares and a liberal amount of advertising may originate trade, but it cannot be held unless the dealer's manner is one that can be appreciated by his customers.

There is no time in the year when stores are quite so busy as they are at Christmas. And there is no other time when dealers are likely to be discourteous and unmindful. A few pleasant words, a willingness to exhibit and explain the merits of certain wares, irrespective of the fact of being extremely busy, will win for the dealer a host of new and fast friends, which would be impossible at any other time. Take time to extend a cordial good-day to the person who leaves without making a purchase. This is a sure way of building up a business.

It is exceedingly irritating to the dealer when very busy to be continually asked for things he does no carry, but a wise dealer knows that on each occasion of this kind an opportunity to gain a friend has occurred. He tells the person where the desired article is most likely to be obtained, and invariably the favor is not forgotten.

Every store needs to hire extra help for the Christmas rush, and the demand is so great for the experienced clerk, that untrained persons are frequently seen behind the counter, who are inclined to be careless about the manner they adopt in meeting customers. Every dealer should insist upon his clerks giving each customer close and courteous attention. The necessity of tact and civility should be thoroughly impressed upon the new clerk especially.

WARNING TO MERCHANTS.

The Fire Underwriters' Association has sent out the annual warning, calling merchants' attention to the dangers to life and property from Christmas decorations, displays, etc., which

are frequently made at this time of the year. The use of Christmas greens, harvest specimens, and other inflammable materials such as draperies, scenery, cotton to represent snow, and the like (especially in connection with electric and other lighting systems), is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe.

The third statutory condition of insurance policies reads in part as follows: "Any change material to the risk, but within the control or knowledge of the assured, shall avoid the policy, as to the part affected thereby, unless the change is promptly notified in writing to the company or its local agent."

BANKERS ACT UNFAIRLY.

Complaint is made that bankers are withholding from customers the accommodation necessary to carry on legitimate business enterprises while at the same time the funds of the banks are tied up in speculative investments.

A case of this kind was brought to light this week. A business man who has been doing business with one of the leading banks for years and had each fall been given an advance to enable him to market some of the farm products of his district, was refused a loan this fall, being thus prevented from handling the business he had arranged to do.

Bankers beg merchants and farmers to let them take care of their financial transactions and when the money is secured turn round and lock it up in speculative enterprises or call loans—out of reach of the men who are endeavoring to market the grain, live stock and fruit produced in the agricultural districts or carry on other legitimate businesses offering the best security.

Canadian business men should consider ways and means of preventing the banks from hampering industry in this way. The retail associations might well discuss this matter at their meetings so that united action could be taken and the interests of business men protected.

It is the duty of every employe to report promptly to his employer anything he believes to be of importance to the company; it is the right of every employe to be permitted to state any grievance he may have directly to his employer.

Ten dimes are equal to a dollar, but they are a lot harder to keep together.

Brag not thyself of thy learning lest listeners perceive that thou hast none.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

With the close of November and the first week of December comes the pleasant news that payments of all kinds have been much more promptly and fully met than had been anticipated. Loan companies, in particular, report the payment of both interest and principal, and even in cases where notice of foreclosure had been given, it is rarely that it has been necessary to carry it into effect. Real estate firms with long lists of second and third payments falling due in November and first week of December make the same satisfactory announcement.

Wholesale houses report collections improving. It may be that this improvement in collections will not be carried past the new year, as many pessimists are fond of predicting, but in as much as the same pessimists predicted that less than half of the November paper would be met, they may be no more correct as to conditions later in the year.

The wheat market has been fairly steady all week and increasingly strong in tone, although during the latter part of the week British demand has not been so active, the British miller evidently hanging back for the results of the Argentine crop, where harvest is just about to commence. Demand from Buffalo, however, has been very active and a number of cargoes have been shipped during the week to that port.

The extremely fine weather has been a material help to the rapid movement from the head of the lakes, and it was hoped that it would be possible to extend the shipping season up to the 10th or 12th of the month, but the underwriters have absolutely refused to extend hull insurance beyond the 8th, so that all boats must have cleared from Fort William and Port Arthur before noon on Sunday. The loadings for the week must have run pretty well up to three quarters of a million daily.

One of the matters that has occasioned much discussion in the West this week was the report of F. A. Dillinger to the Railway Commission on the condition of the Canadian Pacific. While the arraignment of the railway was rather severe a careful reading of the report shows that whatever may be the sins of the road, they are not wholly to blame for car shortage Western merchants are notorious for their slowness in unloading freight and more than once it has happened that when deputations of wholesale men have waited on the railway complaining of car shortage and their loss because the farmer could not move his wheat the very members of the deputation had had cars in the Winnipeg yards for six weeks unloaded. The clause of the report, however, which will be most frequently discussed in the West in the next three months is Mr. Dillinger's suggestion that the grain act be amended in the matter of the car distribution clause. This clause has been a special stock in trade of the agitators at meetings of the Grain Growers' Association. It has been lauded to the skies as protecting the farmers' interests when as a matter of fact it has lost the farmers millions of money, for it has been the sole cause of the enormous spread between street and track prices that has existed in the past three years and which has reached its most acute stage this year, when the keeping qualities of the low grade wheats have been so uncertain as to make the elevator men very chary of paying a high price for what may spoil in their bins before spring.

Any system which allows cars in equal proportions to the farmer who requires 24 hours to load as it does to the elevator which requires 30 minutes to load is, on the face of it, unjust and absurd. Mr. Dillinger's suggestion that cars be delivered to the loading platforms as many as they can load in 24 hours and then the remainder of cars received be distributed among the elevators in proportion to the number of bushels of grain they have in for immediate shipment is a very sane solution of the difficulty. It is right the farmers should have a check on the elevators and at the same time it is only just that the elevators which, after all, form the small farmer's market, should not be so seriously handicapped in the matter of cars.

There is no doubt that money has eased up, so far as export wheat is concerned, during the past few days. Lines of credit to many houses have been extended and the situation shows more elasticity than it has done at any time since the New York panic.

It is many years since the civic elections in Winnipeg have occasioned so much interest as they have during this year. The re-election of Mayor Ashdown by acclamation is the tangible proof that the city wants men who, while maintaining her credit abroad, will exercise due and reasonable economy at home and will not rush into new liabilities during the present financial strain. Mayor Ashdown's election has brought out an excellent quintette of business men to run for aldermen and the outlook is for a council and board of control for 1908 that will work in harmony and look well to the outgoings of the city.

This is not only a matter of vital importance to Winnipeg, but it is of importance by way of example to every small town in the West where the ease with which money has been obtainable in recent years has had a tendency to tempt them to rush into unnecessary municipal liabilities that in future years may prove a serious handicap.—H.

He who has lost confidence has little else to lose.

Ambition is the thing that boosts a man up the ladder.

HARDWARE TRADE GOSSIP

Ontario.

C. Jewhurst, Dunnville, Ont., has opened a new hardware store.

The assets of the Goderich Engine and Bicycle Co. Goderich, have been advertised for sale.

Melvin Wigle, hardware merchant, Amherstburg, denies the report that he is going out of business.

J. J. Coffey, hardware merchant, Barrie, will be a candidate for the town council in the January elections.

The business of the Hamilton Whip Company, owned by the late Charles Lenz, is to be continued by local people. The stock is said to be already placed.

A Toronto traveler writes commending the recent action of the Western Ontario Travelers' Association in their efforts to secure better sanitary and culinary arrangements in Ontario hotels. He urges the Toronto and Montreal associations to put their strength behind the movement, contending that they have been too inactive in this matter.

Quebec.

J. B. Genoux has registered as a hardware merchant at Montreal.

J. Ross, of Edmonton, has been visiting the Montreal hardware trade.

H. Bazin, of the Bazin Manufacturing Company, Quebec, visited the Montreal office of Hardware and Metal during the week.

A. R. Hart, representing Lewis Bros., Montreal, in Manitoba and the Northwest Territories, has been visiting the head office.

The Mayor of Campbellford, W. J. Dorsee, accompanied by some councillors, visited Montreal for the purpose of selecting a dynamo for the town plant.

W. B. A. Leslie, Canadian representative of the Utica Drop Forge Company, with offices in Montreal, has returned from a business trip in Western Ontario.

W. B. Murdock, of Amherst, the Eastern representative of Alex. McArthur & Co., manufacturers of paper and roofing material, Montreal, has paid a visit to the head office.

Thomas Drummond, of Drummond, McCall and Company, metal merchants of Montreal, will in all probability be the next head of the Montreal Board of Trade. Mr. Drummond, who was the first vice-president of the Board, is at present in Europe, but it is understood that he is willing to be nominated for the position of president. Several other names are being mentioned in regard to the office, but it is the general opinion that Mr. Drummond will be elected at the annual meeting in January with acclamation.

Several wholesale firms in Montreal had consignments of goods on board the Mount Temple, recently wrecked off the Coast of Nova Scotia, and doubt is felt as to their ultimate recovery, leaving out the question of condition if they are saved. The Canadian Pacific officials, when questioned by Hardware and Metal, stated that the cargo was being unloaded with the utmost dispatch and shipped to Halifax. It was not possible to ascertain as yet how much of the cargo could be saved, or the condition of the goods already taken from the hatches.

Western Canada.

The stock, etc., of Wadleigh & Travers, hardware merchants, Winnipeg, is advertised for sale.

J. Irwin, the retiring Winnipeg manager of Marshall Well's paint department, was presented with a handsome traveling bag on his departure for the east by the members of the paint department.

Alameda, Sask., was damaged by fire on December 6 to the extent of $200,000. The Wood & Gibson Lumber and Hardware Co. suffered a loss of $25,000 and the Crown Lumber and Hardware Company suffered a loss of $20,000.

M. Isbister & Sons' Store at Saskat oon.

ISBISTER'S STORE AT SASKATOON

A firm which has won a good record for progressiveness is that of M. Isbister & Son, Saskatoon, whose store building is shown in the accompanying engraving. The windows, while high from the sidewalk, are large and suitable for effective displays. A photo of the interior, sent for publication, was too light to be reproduced satisfactorily. On the right hand of the store the wall is covered with modern shelf-boxes, tool cases, etc., with a silent salesman and counter in front. In the centre the chief feature is a table devoted to a display of builders' hardware, door sets, etc., mounted on wood, while the left side is occupied by a large display of refrigerators, stoves, tin and enamelware, etc. In one corner at the back is a good-sized paint department, the other being occupied by an office.

NEW WINTER CATALOGUE.

The Kennedy Hardware Co., Toronto, have issued a well-edited winter catalogue containing small hardware lines ranging from cutlery to locks, mechanics' tools and sporting goods. The catalogue is especially adapted to seasonable goods and will be sent to retailers on request.

PORT ELGIN'S BOARD OF TRADE.

Port Elgin's industries and commercial firms have for a long time felt the necessity of united action in business matters, and to this end last week a Board of Trade was formed. A very representative meeting was held and the following were elected as the first officers of the new body: President, H. H. Stevens, of Stevens, Hepner & Co.; vice-president, Wm. McVicar; corresponding secretary, R. Munro; financial secretary, J. D. Falconer. An executive of nine members was also chosen. The matter of better railway and shipping facilities, improved docks and new stations are some of the first important matters to be taken up by the new body.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Copper—Unchanged.
Pig Iron—Prices steady.
Ingot Tin—Decline of 1¼c.
Lead—Weakening.

Toronto.

Tin—Declined to 32 cents.
Lead—Down another quarter cent.
Antimony—Weaker.
Copper—Quoted at 14 cents.
Iron—Market continues firm.

MONTREAL HARDWARE MARKETS

Montreal, Dec. 13.—Trade has suffered a slight reaction, owing to the bad weather of the last few days, but the first signs of a cold snap will put things in better shape again. Christmas goods are moving freely, especially cutlery in cases, plated sad irons and cut glass articles, but the amount doing is a little behind that of last year. The coming week, however, should be a busy one, as repeat orders will be coming in.

Travelers are now beginning to return from the road to get their samples ready for next year's work. Prospects are reported to be very good in the east and especially so for the Province of Quebec, where orders for the first of the year are confidently expected to be well up to the average. Although things do not appear to be so promising for the west, yet when the grain commences to move freely a great improvement in conditions is expected, with a corresponding good effect upon orders. A noticeable feature of the market has been the run upon revolvers. It looks as if the bogy of hard times has caused peaceful householders to be alarmed as to possible depredations by burglars and hold-up men. Prices are maintained generally, and collections are about the same as they have been for some time.

Winter Goods—The Christmas trade has been interfered with somewhat, as we have said, by the thaw, especially in the country districts, where the roads are now on the heavy side. Still the volume of trade is good, and next week is expected to make up the deficiency of the past one. Sleigh bells especially have been in good demand this season, and jobbers have had to place repeat orders with the manufacturers. Snow shovels are not as brisk as they were, but the other seasonable lines are moving well. Thermometers are in good demand, as are all kinds of cutlery, safety razors, carpet sweepers, foot warmers and sad irons.

Sporting Goods—The demand in skates has fallen off for the moment, but with more seasonable weather will pick up again. Snowshoes are selling well, evidently in anticipation of plenty of snow in the future. Hockey sticks moved freely during the recent few days of skating, but have now fallen off somewhat. There has been a good call for airguns as Christmas gifts for the boys as well as darts and BB shots. Next week promises to be a heavy one in all directions, especially in those lines best suited for presents.

Cutlery and Silverware—All lines are in good demand, especially carvers in cases, knives, scissors, silver spoons, servers and pickle frames. Probably the Christmas demand proper is felt here more than in any other department, and the rush is increasing as the great festive day draws near.

Screws—Stocks are still short, and the supply has by no means gained a satisfactory margin over the demand. Trade is quiet, which is only to be expected at this time of the year. The factories have now an opportunity to get in good shape for next year. Prices are unchanged.

Bolts and Nuts—Trade is quiet, owing to a large amount of construction work being stopped. The difficulty in obtaining certain sizes is not so great as it was. Prices are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, Dec. 13.—There is a brighter tone to the hardware market this week, resulting from increased business following the recent fall of snow. Some retailers who had small stocks of snow-shovels delayed buying until the snow began to fall, consequently the jobbers have been kept busy during the week filling rush orders for these goods, as well as for sleigh bells, horse blankets, etc. Business is good and prices remain firm. The Christmas rush among the retailers is on in earnest, and if the present weather continues, the outlook for the next two weeks' business is very bright. The window displays shown by the retailers are very fine this year, many windows having been specially arranged to attract Christmas shoppers and a wide range of goods being displayed.

Screws—The manufacturers are rapidly catching up with the demand and delivery is much quicker than for some time. Prices are firm and unchanged.

Wire Nails—The market at present is well stocked and the demand fair for this season. Quotations remain unchanged.

Bolts and Nuts—Business continues up to a fair December average. Supplies are such that the manufacturers are now able to take care of all orders. Prices remain unaltered.

Copper and Brass Goods—No further reduction in copper or brass goods has been noted.

Sporting Goods—All winter sporting goods are moving freely. The demand for toboggans, sleighs, skates, etc., is good, and jobbers are kept busy filling repeat orders. Shot remains the same as reported last week, the discount remaining at 12½ per cent.

Winter Goods—Like sporting goods, all seasonable stock is selling satisfactorily, the demand for sleigh bells, snow shovels, etc., being increased by the recent snow. Christmas goods, as cutlery, lamps, carpet sweepers and articles to serve as Christmas gifts are well on the move. Present indications point to a heavy trade in these lines.

MONTREAL METAL MARKETS.

Montreal, Dec. 13.—The hope expressed that the metal market would strengthen has not been fulfilled. There is a general weakness in all lines, and although no great cutting in price has taken place in any particular direction, there is considerable doubt as to the immediate future. Buyers are still chary of purchasing freely. "Sufficient for the day" is the present method of procedure, and orders that can be put off are relegated to the future. The recent cutting of prices has not, apparently, induced any increased amount of purchasing, and the result is that the tendency of the market is to decline still further. Once the financial stringency is relieved, and general confidence returns as to the prosperity of the country, the metal market must share in the improvement. With mills closed all the way round, and stocks low, everything is in good shape for the turn when it does come. Until then with prices marked down as they are, the market must remain in a weak state.

Copper—This metal is still in an unsettled state, and there appears little hope for any immediate improvement. The American market is not strong at the present price, and the tone is reflected here. There has been no reduction in local prices, however, since last week.

Pig Iron—Trade is slack, and little will be doing until the commencement of the year. Holders of stock are anticipating a good time when business improves, as owing to the slackness in buying the demand will be heavy, and the mills will not be able to cope with it. Prices are firm, and we continue to quote: Cleveland warrants, 49s. 9d.; Middlesboro, No. 1, $21.50; No. 3, $20.50; Summerlee, $25.50.

Antimony—The market remains quiet, and prices are the same. The unsettled conditions in the Old Country have not depressed the market here.

Ingot Tin—Owing to the weakness of the English market, there has been a decline in Ingot tin of 1¼c per lb., and we now quote, $33.75 to $34.

Lead—The English market still keeps declining, but prices here maintain their firmness, although there is a slight shading in some quarters of ¼c.

Spelter—Prices remain the same, despite the fact that the foreign markets all show a decline. It is expected that a number of mills will be closed down, and this check to production should tend to strengthen prices, which are too low at present for profitable trading.

Old Metals—The market is quiet, with practically no change. Stocks are heavy, and there is very little buying. We quote as follows: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 3c; scrap iron, $12; No. 2, cast, $10.

TORONTO METAL MARKETS.

Toronto, Dec. 13.—Still further weakness has developed in metals this week, tin and lead being both marked down materially, while copper, antimony and old material also show declines. Considering the uncertainty regarding future prices a fair seasonable business is reported, buying, of course, being in small lots. No large bookings are likely until after the turn of the year. One dealer says he does not expect to book any business before February. If prices keep on dropping, however, buyers are certain to enter the market and secure supplies before the inevitable reaction occurs. Most dealers wish to show as favorable a cash balance as possible at the end of the year, when inventories are made, and this has a deterrent effect upon the spot delivery market. On the whole, futures are stronger than spot prices.

A difference is noticeable in the prices quoted on tin and copper in Montreal and Toronto, the market in Toronto being evidently much more cut up than in Montreal. This may be attributed to keener competition or to a surplus of stocks in one of the markets.

Tin—The centre of the stage is occupied at present by tin, the price having declined locally to 32c, our quotations on Dec. 14 last year being 46c, and only a few weeks ago the price was close to the forty mark. The metal seems likely to decline farther, although futures are quoted at a premium at London. Some interesting comments on the foreign situation are given on the following page.

Copper—Prices have weakened and 14c now represents the ruling figure locally. It is difficult to determine how prices may be during 1908, but it would appear that the present is a favorable time to buy. From the consumers' standpoint, however, there is nothing to call for anticipating future movements, which depend largely upon a recovery in financial circles.

Lead—A further decline has taken place in foreign markets and we have marked our price down to 4¼c on pig and 4¼c on bars, although it is likely that these prices can be shaded if purchases are made in other than small lots. Last year the ruling quotation was 1c higher. Spelter and sheet zinc are reported firm at last week's prices. Antimony is weaker and quoted at 12c to 12½c.

Iron—This is the one exception to the general weakness. While no great amount of business either for present or future delivery is reported, prices are being firmly maintained in spite of a marking down in the United States. We still quote, Middlesboro No. 3 at $21.-50.

Old Materials—Offerings by dealers are lower on several lines, particularly on lead and scrap iron, for which there is very little demand. The market is decidedly off color.

U. S. METAL MARKETS.

Cleveland, O., Dec. 12.—The Iron Trade Review to-day says: An increase in the number of inquiries and a considerably larger number of sales, though still in moderate tonnages, together with a much freer movement of currency and an almost normal condition as regards collections, have given to the market of the week just ending a much better tone. Reinstatements are beginning to supersede extensions and cancellations in volume and a strong and apparent authoratative belief exists that the evidences of the week are truthworthy signs of permanent improvement. Plant operations, however, continue to remain in a condition of comparative stagnation. Interest in pig iron is stronger, but prices and transactions are an uncertain quantity. Store trade in finished materials has been the feature of the week, but the continuance of rapidly depleted stocks will sooner or later result in a strong demand for mill shipments, of necessity, it would seem, shortly after the opening of the new year. There is a pretty general weakness in price with a few exceptions. Cast iron is quoted off $1 pr ton and scrap prices continue to sag. A tremendous tonnage of railroad scrap has been offered of late. The future for structural material seems bright.

LONDON, ENG., METAL MARKETS.

London, Dec. 10.—Cleveland warrants are quoted at 49s. 9d., making prices as compared with last week 9d. higher.

Tin—Spot tin opened weak at £130 15s., futures at £131 15s., and after sales of 200 tons of spot and 550 tons of futures, closed weak at £128 15s. for spot and £129 15s. for futures, making price as compared with last week, £4 15s. lower on spot and future.

Copper—Spot copper opened weak at £60 2s. 6d., futures at £61 5s., and after sales of 400 tons of spot, and 200 tons of futures, closed quiet at £60 2s. 6d. for spot and £61 5s. for futures, making price as compared with last week, 17s. 6d. lower on spot and 10s. lower on futures.

Lead—The market closed at £14 12s. 6d., making price as compared with last week, £1 2s. 6d. lower.

Spelter—The market closed at £20 15s., making price as compared with last week, 5s. lower.

INDIA TO MAKE PIG IRON.

Contracts have been placed recently with American interests for the designing and engineering work on plants that are expected to be now competitors in the iron and steel markets of the world. The plants, which will cost more than $10,000,000 when completed, will be constructed in British India. American engineers and iron and steel experts who have been over the ground have made estimates which show that the cost of producing iron and steel there is about one-half that of American plants working under the most favorable circumstances. It is expected that the building of this plant will mean the placing of India in an independent position so far as the iron and steel trade is concerned, and that there will be in the field a most formidable competitor of not only the American, but the European and Japanese steel interests.

The contracts for the engineering work have been let to the firm of Julian Kennedy, Sahlin & Co., Ltd., of London. This company was incorporated three years ago under the British joint stock laws for the main purpose of undertaking the rejuvenation and remodelling of British iron and steel plants along the most modern American lines. The company has already carried to a successful completion such work for more than a score of plants in British territory.

American Equipment.

The firm is made up of Julian Kennedy, the Pittsburgh blast furnace expert, and Alex. Sahlin, at one time manager for one of the plants of the Maryland Steel Co. Mr. Sahlin is now in this country making arrangements for the letting of various contracts for the equipment to be installed in the plants in India, and is also consulting C. P. Perrin, the New York technical expert.

The concern in India is called the Tata Iron & Steel Co. The conception of the project was made by the late J. N. Tata, familiarly known as the J. P. Morgan of India, who made a visit to this country some four years ago for the sole purpose of securing the services of some of the leading experts. These experts returned to India with Mr. Tata and investigated the proposition thoroughly. Shortly after this Mr. Tata died, and the project was shelved temporarily. Recently, an attempt was made to float the enterprise on the London market. A syndicate was formed, but the stringency in the money market, combined with the poor outlook in the metal trades, and the general financial disturbances in all quarters of the world, made it impossible to secure money at anything like favorable terms.

The financing of the project has not been completed, but D. J. Tata, son of the father of the plan, together with other wealthy Parsee merchants, have about completed the deal. The plans are extensive, embracing the erection of two blast furnaces, with a minimum annual capacity of 120,000 tons; four basic open hearth steel furnaces with an annual capacity of 18,000 tons each, a blooming mill, a rail and beam mill, and also three merchant bar mills, machine shops, iron foundries and other minor plants.

Experts who have been over the ground and have examined the problem, carefully, state that in view of the present situation in India a native iron and steel plant is not only capable of supplying in full the requirements of the home country, but will be able to export in large volume to the contiguous countries. They state, in view of the cost at which iron and steel can be made there, that there will be little chance for any other country to export such products to India.

Will Depend on Hand Labor.

A feature of the cost of production is that hand labor will serve throughout such as unloading raw material from cars, loading and charging, breaking the pig iron and carrying to the stock pile a few hundred feet away. It is interesting to note that in the only iron and steel plant in India it has been found possible to use manual labor in every department at a considerable profit.

For the past ten years the imports of iron and steel into India, including railroad material, have been about 500,000 tons annually, while the average productions of pig iron and castings in

that section of the world is somewhat under 50,000 tons annually. The coolie gets an average wage of about eight cents a day. It is estimated that the cost of raw materials for the manufacture of pig iron, delivered at the furnaces of the company are: For iron ore running about 60 per cent. mefallic iron 0.08 in phosphorus, 73 cents a ton; for coke with 15 per cent. ash, 0.60 in sulphur and 0.15 in phosphorus, $1.14 a ton, while for the fluxing material with about 3 per cent. of insoluble matter, the cost is $2.15 a ton. The quantities required for each ton of iron are estimated at 1.67 tons of ore, 1.25 tons of coke and 0.50 tons of flux.

With the item of labor put at $1.10, it is estimated that the maximum cost of the material for a ton of pig iron assembled at the furnace is $3.72, as compared with $7.60 in the Pittsburgh district, $9.80 in the Middlesboro, England, district, and $9.30 in Westphalia, Germany. The estimated cost of steel ingots, after deducting the cost of pig, is placed at $6.28, and in a similar manner it will cost but $17.75 to make rails and beams.

METAL TRADE NOTES.

Official announcement is made that the United States Steel Corporation during the season just ended shipped 22,600,000 tons of iron ore from the Great Lakes districts, establishing a new high record. In 1906, 20,645,148 tons were shipped, and in 1905, 18,486,566 tons.

* * *

The Aluminum Company of America has closed its St. Louis plant as well as its Canadian plant. Compared with this time last year the company has increased its capacity to produce aluminum 400 per cent. Quotations for the metal are fully ten cents per pound lower than at the time of the most active demand for it last spring.

* * *

General Manager Jones, of the Dominion Iron & Steel Co., reports that the total output of the works this month will aggregate 25,000 tons, but that a 25 per cent. increase in the early part of the new year is expected. Another furnace is being blown in. The additional output will be secured with very little additional cost of operation.

* * *

It is claimed that since the reaction in steel began the United States Steel Corporation has laid off in the neighborhood of 45,000 men. It is possible that more men will be laid off before the close of the year. The corporation is receiving considerably in excess of 10,000 tons of new business a day.

* * *

According to reports from the Penang Gazette, the tin speculators at the Straits have already suffered a loss of $1,500,000 on their bull tin account. These speculators it is claimed, have actually made the attempt to have the Malay Government finance the metal which they have been holding back to force higher prices. The break in prices which came early this week means a decline of £6 5s in two days, bringing spot tin in London down to £128 15s, equivalent to 27.94c, the lowest prices which have been made this year at London. The New York market, however, being still cornered, is held relatively higher, but even here there was a further break of ¾c to ⅞c per pound, or from 1¼c to 1½c per pound within the last few days. With the liquidation already in force, it seems probable that there will be a further heavy decline before the end of the year, it being claimed that the London market will touch £120, or about 26c before the new year. The course of the market, however, depends entirely upon the financial strength or weakness of the syndicate that is carrying thousands of tons of tin at the Straits and how far they are forced to liquidate for lack of ample funds.

* * *

Concerning the tin situation, the Ironmonger, of London, states that the death of Mr. Kek Chuan, of Penang, who was credited with being one of the leaders of the present bull campaign, was thought at one time to be likely to precipitate liquidation, but there has been no evidence of this so far, for the process of adding to existing holdings has proceeded merrily. As soon as buying ceases, however, prices recede. It remains to be seen what will happen when the bull account is ripe for liquidation. . . . The bull party are to all outward appearances seeming as confident as ever, but they are faced with decidedly uncomfortable general conditions, and these encourage attacks upon the market whenever it appears to be vulnerable. Supplies are still being held back in Singapore and Penang with the object of producing artificial scarcity in Europe, and the longer this goes on the more perilous will the position become. Business has been done there at pounds below the prices named openly.

* * *

The year 1907 seems likely to pass out with only two buying movements for pig iron in the United States, a very unusual circumstance. In January there was some liberal buying, followed by dullness and lower prices for 60 to 90 days, when there was renewed activity beginning in April in Bessemer iron and ending in May in foundry goods. During the latter period some very heavy tonnages were placed and prices regained most of the previous loss, but since May the market has steadily tended downward until to-day a decline of $5 to $7 per ton has been suffered on Bessemer, basic, foundry and forge grades.

A cable from Glasgow notes that as a result of the agreement reached between tubemakers of the United States, Germany and Great Britain, to end the serious losses from international competition, Scotch tubemakers have advanced the price 30s a ton. Representatives of American and British sheet makers are expected to meet next week to discuss a working agreement covering their output.

* * *

The German Steel Association have voted to reduce, on the first of January, the price of structural forms of steel and half rolled steel by $2.50. This step is significant, as it is the first reduction made by the association for the home market since the recent change in the market situation began.

* * *

According to the London Iron Trade Review, British finished iron and steel share the dullness which pervades the pig iron market. Business is very quiet so far as new orders are concerned, while contracts already on the books are either wholly or partially executed, or else specifications cannot be obtained. Notwithstanding the recent substantial decline in prices of finished iron and steel, it now seems certain that they have not had the desired effect of stimulating the demand. On the contrary, consumers appear all the more determined to hold off, and, apparently, expect to secure in the near future terms even more favorable to themselves than those now prevailing. To add to the difficulties of British makers there is an appreciable increase in the quantity of foreign material coming upon the home market. Belgian bars and billets are offering, delivered, at considerably under the prices quoted in England, and it is regarded as possible that American iron and steel may reappear on the scene later. The shipbuilding industry is still in a very unsatisfactory condition, and, consequently, makers of plates, angles and other material consumed by it are badly off for work. They also are threatened with foreign competition, for it is stated that imports are coming from Germany, which is naturally held to indicate that business is none too brisk in that country—a state of affairs which bodes the British manufacturer no good.

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Concerning the copper situation, the Iron-Monger, of London, states: "A good deal has been made of the stimulating effect upon the market which the reduction in output is likely to have. We have already expressed the view on several occasions that consumption has fallen off to an even greater extent than production, and that in view of this fact the position continues steadily to grow worse, and we are confirmed in our attitude by the latest reports to hand from America. . . . As regards refined copper, business has been done at continually reduced prices. Dealers have all along been sellers at below the prices asked by first-hand interests and have been rather inclined to press sales."

* * *

The production of pig iron in Germany in October was the largest ever reported, just as October was the heaviest month in America, but probaby there will be a sharp curtailment there also to meet the rapidly changing conditions. Otherwise there will be a heavy accumulation of stocks of either pig or finished material.

Quebec and Maritime Provinces

Water System at St. John Breaks Down —Large Iron Industry for New Brunswick—Proposed Winter Carnival at Quebec—Company organized to Develop Paint Deposits.

QUEBEC.

Quebec, December 9.—Trade conditions are fairly good for wholesalers, who report satisfactory orders from the country, principally for glass windows and assorting goods in general, although stringency of money in the country has some effect on orders. Quotations of hardware are unchanged, except some metals.

* * *

The government ice-breaker, Montcalm, which went ashore near Point Maurier last month, is now in the graving docks, for the winter at least. She is reported to be badly damaged, having three holes in her hull and her keel considerably injured. Engineers are preparing to make the repairs.

* * *

The engineers who examined the proposed site for the Majapedia Bridge have received orders from the Public Works Minister to have plans and specifications prepared for a call for tenders for the erection of the Interprovincial Bridge. It is estimated that the cost of the new bridge will be about $45,000. The three governments, New Brunswick, Quebec and Dominion, will pay an equal share of the cost.

* * *

It is always a good thing for Quebec trade to have a large carnival. Business men are in favor of it and one will probably be arranged for during January.

* * *

Many retailers in hardware are preparing their window displays for Christmas. In a visit your correspondent paid to St. Roch, he admired the show windows of J. E. Martineau's store on Joseph Street.

ST. JOHN.

St. John, N.B., Dec. 9.—St. John is to-day facing the worst water famine in the city's history. Two very bad breaks occurred in the water mains leading from Loch Lomond, the source of supply, into the city. All the manufacturing establishments in the city have been forced to shut down and many of the stores had to close up early in the afternoon owing to the fact that the St. John Railway Co. had to shut down their plant and there was no electric light. It is probable that repairs will not be made for a couple of days, and meanwhile a great loss is being caused to industrial establishments and merchants generally.

* * *

At the monthly meeting of the common council on Dec. 2, Ald. Frink gave notice that he would move, at the next regular meeting, that at the civic elections in April next a plebiscite should be taken on the advisability of the dissolution of the common council and the appointment of a commission of five citizens to administer the affairs of the city. The reasons given were the cumbersomeness of the present system and the impossibility of economically administering civic affairs under it.

At the annual meeting of St. John Board of Trade on Dec. 3, J. H. McRobbie was re-elected president and W. E. Foster, vice-president. The members of the incoming council will take into consideration the project of holding an annual banquet at which various matters of interest to the city may be discussed.

* * *

The steamer Senlac, of the south shore route, is again on the service, after having been repaired, She arrived in port on Saturday for the first time since she was wrecked. The steamer has resumed her trade between this port, Halifax and the south shore of Nova Scotia.

* * *

The Canadian Oil Company are closing their offices on north wharf and are fitting up an office in their building at Barrack Point. The business of the Maritime Provinces and Quebec Province will in future be managed from the Montreal office.

* * *

In no boasting tone, but with a great confidence in the future of the iron industry at Bathurst, and its beneficial effect upon the province, John J. Drummond, of Londonderry, member of the Drummond Mines Company, told the Hardware and Metal correspondent what it is planned to do in development of the big deposits lately discovered near Bathurst, and taken over by the Drummond Mines Company.

To summarize what Mr. Drummond said—the Provincial Government has given assurance of every reasonable aid, the company will be given a New Brunswick charter in the course of a few weeks, diamond drills will be put on the property this winter, some mining will be under way early next year and two years from now it is expected that 100,000 to 150,000 of ore will be annually produced.

With blast furnaces and steel works established at Bathurst and the mines in operation, he said there would probably be 1,000 men finding work because of the development of these deposits. The I.C.R. is arranging to run a branch line to the scene of the mine, and to tide water at Bathurst, and dredging will be done in Bathurst harbor. Of course, stores would follow the development, and in all it meant much for Bathurst as well as the whole province. As affecting other local industries, such as stove manufacturing, Mr. Drummond said it meant considerable, because of the near supply of raw material.

* * *

Elias Hormer & Sons are building a large mill for the manufacture of feed from grains, on a lot adjoining the I.C.R. depot at Norton.

HALIFAX.

Halifax, Dec. 9.—Cragg Bros. & Co.'s plan for locating their customers by giving a check with every fifty cent purchase, and the holder of the lucky coupon to receive a case of cutlery valued at $75 has met success beyond all expectations. The prize will be awarded on Saturday, December 14, and the interest is becoming greater every day. The handsome case of cutlery is displayed in the firm's window and it attracts the attention of every passer-by. This firm, in addition to carrying a high class line of hardware and cutlery (a specialty being made of the latter), also handle sporting goods, mechanical toys and Christmas novelties.

F. J. Cragg stated that the results have been beyond all expectations. Not only have the people of Halifax become enthusiastic over the plan, but the firm has received orders for goods from all over the province.

"This plan is not a lottery," said Mr. Cragg. "We wish to avoid all possibility of anything cheap about the plan. The case of cutlery will be given purely as a gift, with the object of locating the firm's customers. In these times modern methods must be introduced into business. We cannot go along on the same old lines. Something must be done to interest the people and new features brought forward to attain the desired results. This novel plan of our firm has been one way of reaching the people and its success has, as I stated before, been most satisfactory from a business standpoint.

"I have just returned from a visit to St. John," said Mr. Cragg, "and I was rather surprised to find that some of the hardware firms in that city were quite anxious to ascertain how the plan was going to work out, and with what results it had met so far."

Here is a copy of the coupon, which Messrs. Cragg Bros. & Co. issue to their customers :

No. D 1875

The Cutlery House of Halifax.

Cragg Bros. & Co.

Hardware

Retain this CHECK as it may be worth $75.00 to you.

To key, or locate our customers we are going to present to one of them FREE

A $75 CABINET OF CUTLERY

SATURDAY, DEC. 14th, '07.

One Check with each 50-cent purchase.

"The sales of small goods," said Mr. Cragg, "have been enormous. People who came to the store to buy an article valued at 35 cents, invariably bought other small articles to the value of 15 cents, for the purpose of securing the 50 cent check."

* * *

The MacKay Mining Company, Limited, has just completed its organization at Sydney, with a capital of $100,000, and the following directors : President, W. A. MacKay; vice-president, Joseph MacDonald; secretary-treasurer, A. G. Hamilton; J. W. McLean, L. Gomer MacKay, Capt. James Gordon, and George H. Garland. The bond issue is $80,000. The company expects to

mine about forty thousand tons of coal a year, and with this object in view the colliery will be put in shape for January 1st. The mine has been in operation for about fourteen months, during which period the output was about ten thousand tons, with no difficulty of securing a market. The owners claim that there are between five and six million tons available.

* * *

Several coal steamers will arrive at Bell Island during the next couple of weeks, to load ore for Sydney to be used in carrying on the operations at the plants during the winter. This indicates that mining operations will be carried on during the winter. All the ore taken from the mines during the winter will be stacked in large piles near the mouth of each pit, as soon as the last steamer is loaded.

NEWCASTLE.

John Ferguson and Wm. E. Fish, Newcastle; F. M. Tweedie and R. A. Lawlor, Chatham, N.B., and Jas. Robinson, ex-M.P., Millerton, are seeking incorporation as the "New Brunswick Iron Mines Co.," with head office here, Messrs. Ferguson, Robinson and Tweedie to be provisional directors. Capital, $49,500.

This company own the paint deposits near Chaplain's Island, on the northwest Miramichi, mentioned in Hardware and Metal recently. They have preempted areas, 35 square miles in all, between their paint property and the big Drummond Co. iron deposits near Grand Falls, on the Nepisiquit. Mr. Ferguson and his associates believe that their property is as rich in iron as that of the Drummonds. Assays indicate 43 to 61 per cent iron on the ore at the falls, and it is thought the new company's ore will be as high.

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A smelter will be built at the Drummond mine, and a branch railway constructed in the spring.

* * *

St. Mary's, York County, has installed twelve hydrants of the new water system, at a cost of $9,000. Water can be thrown 20 feet higher than any house in the place. When completed next spring, total cost will be $17,000.

* * *

The Beersville Railway, a branch of the I.C.R., has changed hands, being taken over by the North Shore Railway Company, of whom the directors are: Isaac Purdy and John McKay, Jas. M. Seeley and Jas. Millbank, New York, and Dr. M. F. Keith, Moncton. The rolling stock will be improved and increased.

Reported by Ontario Correspondents

Temperature Guessing Contest in Toronto Store—Some Good Window-trimming Being Done—Wallaceburg Merchants Offering Free Rides on Electric Railway to Encourage Trade— Chatham Merchants Advocating Higher Peddlers Licenses.

KINGSTON.

Kingston, Dec. 10.—The hardware merchants here report business as being rather dull the beginning of the month, but as the Christmas season approaches the business increases. "All we want now to make the Christmas trade brisk is a good fall of snow," said a Princess St. merchant a few days ago. "If we had good sleighing more of the farmers would be coming in and things are always a great deal livelier when the snow is on the ground." The cold weather increased the sale of sleighs and skates considerably. All the merchants have a good display of hockey sticks and skates on exhibition in their stores and windows and the young folks are now all looking eagerly forward to the opening of the skating rinks.

* * *

The storekeepers say there will be a good Christmas trade done this year, and they are urging their customers, through all the newspapers to do their shopping early in order to have the choice of the holiday goods before everything is picked over, as so many get into the habit of leaving everything till the last minute, the clerks being too busy then to show a large assortment, which might be seen to a better advantage by those who do their shopping early.

* * *

The death of John Routley, one of Kingston's most prominent business men, occurred last Friday. Mr. Routley has been engaged in the tobacconist and sporting goods trade in this city for a number of years and occupied two stores, one on Princess St. the other on King St., the former being chiefly for all lines of sporting goods. He had been in failing health for some months, but his strong constitution stood him in good stead, and until the day before his death, it was hoped that he might rally. The business will be carried on by his two brothers, Arthur and Alfred, who have been connected with the firm for some years. Mr. Routley was a keen sportsman and had hunted in many parts of Canada, and the general feeling amongst the citizens is that Kingston loses not only a good sportsman, but also one of its most worthy business men in the death of Mr. Routley.

* * *

Sixteen new buildings are to be erected at the Royal Military College, Kingston, for servants' quarters, etc. The cost of these buildings will be over $80,000. Several Kingston firms have tendered for the work.

TORONTO.

Toronto, Dec. 11.—The retail trade has been slow during the last two weeks owing to the unfavorable weather. The fall of snow, with a lower temperature should tend to increase business.

Small dealers in the suburbs have done much to improve their stores and stocks during the past few months. A noticeable improvement consists of the number of stock box systems, many of the Bennett variety, and the number of glass show cases which have replaced the paper stock boxes so common on the shelves of the smaller dealers.

* * *

J. W. Oram, Yonge St. north, has boomed his Christmas sporting goods trade by advertising a guessing contest which is attracting favorable comment among his customers and passers by. The large show window of the firm has been tastily arranged to display such articles as skates, hockey sticks, skating boots, pucks, shin guards, protected gloves, etc., and a carefully printed card invites the prospective purchaser to guess the highest and lowest temperature of December 27. Every purchase of sporting goods to the value of 50 cents entitles the customer to one guess for prizes ranging in value from $8 to fifty cents. The contest is proving successful and the clerks are kept busy selling winter goods.

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S. M. Burt, also on Yonge above Bloor St., has added a china and crockery counter to his hardware store.

* * *

W. Walker, tinsmith, above the C.P.R. tracks on Yonge St., has had his store rebuilt during the fall months to admit a stock of hardware. The store is roomy and business is reported as good.

* * *

J. S. Hull, just below the C.P.R. tracks has built an addition to his store which he is fitting out for the exhibition of stoves and sanitary furnishings.

* * *

There is a marked rivalry for the Christmas trade in skates and skating boots this year between the smaller shoe dealers and the hardware merchants. Many dealers have added a stock of skating shoes and the boot and shoe merchants are handling skates in many localities.

HAMILTON.

Hamilton, Dec. 11.—The Burrow, Stewart & Milne Stove Company, which sustained about $15,000 loss by fire a few weeks ago, is rapidly restoring the burned portion of the plant. As a result of the fire the molding department of the big industry has been closed down and other departments have also been affected, owing to the fact that the connections between the engine room and the different parts of the factory were deranged by the fire. Although this is considered the slack season in the stove manufacturing line, this firm reports a steady business. The entire plant, with

the exception of the portion damaged by the fire, is working full strength, and the prospects are that it will continue at this gait throughout the winter. The firm has not been among those which suffered by the depression in the money market and it finds that payments are being made with regularity and things in a financial way are pretty much the same as usual.

* * *

The Smart-Turner Machine Company recently shipped four compound duplex pumps to the Leigh Portland Cement Company, of Belleville. The pumps are to be used for pumping water to the boilers. They are of unusually large size, being as large as those used in some places to pump the municipal water supply. They are each twenty-five feet long.

* * *

John Patterson, one of the magnates in the Dominion Power and Transmission Company, is considering the construction of an electric railway through Waterdown and another one around Burlington Bay. Both propositions are receiving the hearty support of the residents of the country through which it is proposed to run then, and the merchants and public generally in this city are also hoping that the railways will be built.

* * *

The election of four Hamilton travelers to important offices in connection with the Western Ontario Travelers' Association has proven popular with the local knights of the grip. John Lennox, wholesale boot and shoe dealer, was elected third vice-president; George Hope of Adam Hope & Company; John Hopper, of the W. E. Sanford Company and H. R. Trowler, were elected directors for Hamilton.

* * *

Wilkinson & Kompas, wholesale wagon supply dealers, are just closing one of the busiest years in their history. The firm is having the building, which was damaged by fire a short time ago, repaired, and in the meantime is carrying on a brisk business.

GALT.

Galt, Dec. 10.—Christmas trade is beginning and the large number of buyers are reading the oft-repeated injunction to "shop early," but there will be the usual rush during the last few days before Christmas. In fact, it is a question of doubt whether the last moment rushes will ever be eliminated. In a town of Galt's size and the character of its inhabitants, the majority of the buyers do not shop early simply because they do not have the money. Christmas presents usually come out of the money received on the last pay day before Christmas, and when this money is received there is the consequent rush.

* * *

The financial depression has reached Galt, although this town is not affected to such a large extent as other towns, by reason of the fact that the majority of industries have been well supplied with contracts, the execution of which may keep the staffs employed until the slack period has passed.

* * *

The editorial in a recent issue, "Too Many Travelers," is certainly to the point and your correspondent has heard several hardware merchants expressing their approval of the same. The local hotels are overflowing with these gentlemen at present.

* * *

The local plumbers are having a busy season. In fact they are busier than in any previous winter. Many new water services, with the consequent plumbing, are being installed.

* * *

H. Roy Graham, one of Galt's newest hardware merchants, is meeting with deserved success.

* * *

Allan & McKenzie, hardware merchants, might be regarded as an exception to the rule that merchants do not take sufficient interest in the town's affairs. Mr. Allan has been a member of the Public School Board for many years, while Mr. McKenzie is one of the town's most progressive parks commissioners.

* * *

"Give us sufficient snow to make sleighing, and we have no fear of a dull Christmas trade," said a local hardwareman to-day.

* * *

The Galt Town Council has decided to submit the question of Niagara power to the people at the municipal elections in January.

GUELPH.

Guelph, Dec. 11.—The Winter Fair started to-day. A large number of visitors have arrive in the city and the various stores which deal in hardware lines are doing a "gold rush" business. Both seasonable goods and articles for Christmas giving are having a large sale.

* * *

In looking up the old by-laws of the city a by-law has been found in which the city engineer, ex officio, is appointed building inspector. The first case to come under this by-law was brought up on Saturday, when the contractor was enjoined from continuing a frame building which was being erected in the central portion of the city, next door to the Royal Opera House.

* * *

A small fire broke out in the Taylor-Forbes Co.'s moulding room on Thursday evening last. The blaze was soon put out by the employes, with the help of the excellent fire-fighting facilities provided by this company. The loss was nominal.

* * *

The Bond Hardware Co.'s north window is very attractive this week. The colors of the trimmings of the rear portion are in red, white and blue, arranged in the form of diamonds. Between the diamonds are placed snowshoes. On the side of the window are arranged winter sporting goods, while in the main part are hockey sticks, skates and pucks, attractively arranged. The whole has a very pleasing effect.

* * *

The Crewsons Corner Oil Syndicate has not yet given up hope of getting oil there. New drills have been installed and the work of drilling is being pushed.

* * *

There is considerable talk in this vicinity about allowing minors to handle rifles. A few days ago a young lad accidentally shot his companion, who died a few hours after. The weapon, which was a 22-calibre, was discharged by the boy unknowingly pulling the trigger while his companion was beating the bush.

* * *

The plant of the Standard Fitting and Valve Co. closed down on Monday, on account of the installation of some extensive machinery, including a "sand lifter."

* * *

P. Holzworth, formerly salesman for M. Weichel & Son, Elmira, has entered the employ of the Bond Hardware Co.

* * *

At noon on Monday the fire alarm again rang out the news of a fire at the Taylor-Forbes, this time in the warehouse. Some kiln-dried lumber was burnt and the water soaked a lot of cement. The loss is about $1,500, fully covered by insurance.

* * *

In speaking to a prominent hardware man of this city he said: "One great need of Guelph is a place where our young men can spend their unoccupied hours. The Y.M.C.A. fully covers this, but a Y.M.C.A. is an expensive undertaking. Notwithstanding this, the project is a good one. The employer gets more value from the work of his employe, owing to the fact that he would be kept away from bad companions and evil influences."

* * *

The past season has been a very successful one for Guelph hardware dealers as large numbers of new buildings have been built, necessitating much hardware furnishings.

* * *

The Galt Art Metal Co. has an exhibit at the Winter Fair, which is very neatly made up.

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The Philip Carey Mfg. Co., Hamilton, has samples of its roofing at the Winter Fair, attracting quite a lot of comment. The Gilson Mfg. Co. and the Louden Machinery Co. have fine exhibits also.

LONDON.

London, Dec. 10.—The Christmas trade is now on in earnest and hardwaremen are busy and happy. The trade in skates promises to be very brisk, even though as yet there has been little or no ice. Ice skating is going to be popular this winter, the proprietors of the two large roller rinks having resolved to turn them into ice rinks. In all lines of Christmas goods there is a brisk demand.

* * *

The Scott Machine Company has received an order for two more of the L. & K. test boring machines from the Department of Public Works. One is for use in Nova Scotia and the other in Prince Edward Island. The L. & K.

machine has rapidly grown in favor in high places.

At a meeting of the creditors of William Malloch & Co., machinists and manufacturers of elevators, the firm were given a further extension of time to complete arrangements for the organization of a company to carry on the business. The statement presented shows assets of $45,109, in addition to amounts earned and material supplied for unfinished contracts, and liabilities, consisting of a mortgage on real estate of $5,000 and interest, and unsecured liabilities of $10,740. The firm, as will be seen, has a large surplus, and their difficulties appear to be due solely to the present financial stringency.

* * *

A new signal for the protection of railway crossings, which, it is said, will make a fortune for the inventor, has been invented by Samuel Houston, of this city, superintendent of interlocking switches on the C.P.R. The signal works by compressed air. A chamber is located several hundred feet from the crossing, and when the flanges of the car wheels pass over it a signal is automatically hoisted at the crossing to warn people of the approach of the train. At the same time it rings a bell. Railwaymen say the signal is a success and predict that it will soon be adopted by every road on the continent.

* * *

Work is now in progress on the roofing of the addition to the Grand Trunk car shops, and is rapidly nearing completion. Some of the new machinery has arrived and is being placed in position. It is expected that everything will be in running order by the beginning of the year.

* * *

Some time ago the McClary Manufacturing Company inaugurated a competition to secure a name for a new steel range they have since placed upon the market, specially constructed for use in western Canada. That the competition was keen is shown by the fact that upwards of eighteen thousand names were submitted. The first prize, one of the ranges, has been awarded to Mrs. R. G. Harrison, of Pense, Sask., who suggested the name "Saskalta," which is a combination of the abbreviated names of the two new provinces, and that lady by this time has her prize in use.

* * *

In the big new Smallman & Ingram building in course of erection on Dundas and Richmond streets, a vast amount of structural iron work is being used, the desire being to make the building as near fireproof as possible. Huge iron pillars and girders are now being put in position, a New York firm having the contract.

CHATHAM.

Chatham, Dec. 10.—Business here is, considering general conditions, very good. On account of the weather, tinsmithing has experienced a slump; but plumbing is still to the good.

* * *

Trumpour and Ross, of Westman Brothers' tinsmithing staff, last week occupied the role of heroes. 8hey were at work on the C.W. & L. E. power-house roof when two little boys, named Stacey and Scott, broke through the thin ice on the river. The tinsmiths promptly abandoned their job and ran to the aid of the children, fortunately rescuing them in the nick of time.

* * *

Tilbury is seeking incorporation as a town—or, at least, there is a strong movement on foot toward that end. Though it is only some twelve years since Tilbury was incorporated a village, it has grown rapidly, particularly during the last two or three years in which the oil industry became a big factor. As a result, its people claim that its population and assessment justify the higher status.

* * *

Roy Gammage, of Ridgetown, has bought out and in future will carry on the tinsmith shop and business in that town hitherto carried on by Jos. Laing & Sons in connection with their hardware store.

* * *

Fred C. Moore, formerly of Westman Bros., has left the hardware ranks, at least for the time being. He has purchased the pool room of Albert Cameron at Wallaceburg, taking possession on Monday. The consideration was about $2,500.

* * *

The Watt Machine Works, Ridgetown, have just completed the repairing of the town fire engine.

* * *

Wallaceburg merchants, who, when the C.W. & L.E. electric line was put through two years ago anticipated competition from the Chatham end, are evidently bent on carrying the war into Africa. This week bills were distributed throughout the Maple City announcing a special excursion from Chatham to Wallaceburg on Dec. 11. Low fares, the freedom of the sugar and glass factories and a special discount of 10 per cent. on all purchases were the inducements held out to Chathamites. The railway conductors give each excursionist a coupon, which, when presented to a Wallaceburg merchant, entitled the bearer to a free return ticket. The scheme was tried a year ago, this being the second excursion of the kind.

* * *

Dec. 6 and 7 Jas. E. Gray, of the Ark and China Hall, turned his establishment over to the Ladies' Assisting Society, of the public general hospital, a special benefit sale being held and an extensive list of bargains advertised.

* * *

The transient trader difficulty has now passed into county as well as city politics. At last week's meeting of the Kent County Council a petition signed by 113 merchants doing business throughout the county (outside Chatham) was presented, asking for higher license fees for all classes of hawkers, peddlers and transients. Two classes were particularly objected to. The first were the Assyrian pack peddlers, whose wares were chiefly cheap jewelry and notions. The others were city merchants who sent out rigs throughout the country, thereby drawing trade from the township and village stores. License fees at present range from $1 to $45, the latter being the figure for a two-horse rig. The petitioners, though not specifying the increase desired, instanced a recent increase of the Lambton fee to $100, and the higher fees prevalent in other counties.

The discussion of the question revealed a wide divergence of opinion. The council was unanimous, indeed, in its desire to exclude the Assyrians, whose wares were unqualifiedly denounced as trashy. But, though the town and village representatives voiced the objections of the merchants to the rigs, the rural representatives maintained that they were a convenience to the farmers. Since the great extension of rural telephones throughout the county, the farmer no longer needs to hitch up and drive to the store. Instead, he goes to the telephone, calls up his dealer and has the goods delivered to his door.

It was shown that of the proprietors of rigs, some nine in number, six were general merchants having stores of their own. Though the petition was laid over till the January session with a recommendation to the incoming council to amend the scale of fees, there is every prospect that the preponderance of rural members at the council board will lead to the rig licenses remaining as they are; in which event the dealers suffering from this species of competition will probably have to meet it by putting out rigs of their own.

* * *

A well attended meeting of the Board of Trade was held on Monday evening. L. G. Read, of the Colonial Engineering Co., Montreal, delivered an instructive address on the subject of producer gas engines, and Mayor Wigle of Windsor addressed the meeting on "How to Run a City."

* * *

Joseph Conwright, for the past year a member of the Chatham Gas Company's staff, has resigned his position, and will shortly start in business for himself as a gas fitter and plumber.

The Sanderson, Harold Co., whose factory is located at Paris, Ont., has been making large additions to their already extensive plant. Another new boiler, a higher power engine, several modern wood-working machines have been installed and a big addition to the main factory building has been made. This new equipment and room will put them in a position to take care of their business which is increasing so rapidly and enabling them better to give that care in the manufacture of their lines, which has made them a reputation throughout Canada for their products, refrigerators, screen doors and windows. This progressive firm are the sole Canadian makers of the celebrated Opalite line of refrigerators, the demand for which last season far exceeded the output of the factory.

West of the Great Lakes

Condition of Lumber Trade on the Coa st—Comment on New Freight Tariff—Saskatchewan Farmers Take Action to Force Railways to Continue Construction Work—More Complaints of S hortage of Cars—Prince Albert's Steady Progress.

EDMONTON.

Edmonton, Alta., Dec. 5.—The chief topic of interest to hardware men, wholesalers and retailers alike, aside from the regular round of business is the new freight tariff that has come into force at the beginning of this month. While the complete report as to changes in the freight rate from Eastern Canada to Winnipeg have not yet been received, the change in the rate from Winnipeg to Edmonton is very welcome to Edmonton merchants for it means a reduction of from 13 cents per 100 pounds on freight in class 1, to 4 cents per 100 pounds on freight in class 10 on west-bound freight from Winnipeg to Edmonton on the Canadian Northern Railway. On east-bound freight, the rate is also reduced, the reduction varying with the distance the freight is carried.

The following is a comparison of the old and new freight rates on west-bound freight between Winnipeg and Edmonton or Strathcona in the various classes showing the reduction made in the rates by the new tariff:

Class	Old rate.	New rate.
1	$1.74	$1.61
2	1.46	1.35
3	1.17	1.08
4	.88	.82
5	.79	73
6	.66	.60
7	.46	.42
8	.39	.40
9 (a) horses and mules	.45	.45
9 (b) cattle, hogs & sheep	40.	.40
10	.39	.35

As most of the merchandise shipped to merchants is classed in class 5 only the rates in that class for freight out of Edmonton on the C.N.R. are given. Most of the freight shipped out of Edmonton with the exception of grain and cattle is destined for some of the smaller towns along the line of railway. For this reason only the rates from Edmonton to some of these smaller towns will be given. From Edmonton to Fort Saskatchewan the old rate in class 5 was 9 cents per 100 pounds, while the new rate is 8 cents. To Vegreville the old rate was 18 cents and the new rate, 17 cents. To Vermilion the old rate was 24 cents and the new rate was 23 cents. To Lloydminster the old rate was 28 cents and the new rate 26 cents. To North and South Battleford the old rate was 39 cents and the new rate 33 cents. To Warman the old rate was 46 cents and the new rate 38 cents. To Saskatoon the old rate was 47 cents and the new rate is 39 cents.

The transportation committee of the Board of Trade held a meeting in the secretary's office this week and decided to get all possible data with regard to the change in the freight tariff. This will be read at the regular meeting of the Board of Trade, so that the members may discuss it and decide whether the new rate is satisfactory to Edmonton merchants. The result of the discussion of the Board will be forwarded to the Railway Commission in order that that Board may know whether the new freight tariff is approved of here.

* * *

The new open air skating rink started by some hardware clerks in the city has been opened and is proving very popular. The weather has not yet been cold enough to open the closed rinks and consequently the open air rinks are having all the crowds. The weather has been very mild in Edmonton this fall and the rinks have not been open for more than a week. With sufficient cold weather this venture of these enterprising clerks should prove very profitable.

* * *

The famous lumber case has been concluded and resulted in a conviction. His Lordship, Chief Justice Sifton, found the defendents, the executive of the Alberta Retail Lumber Dealers' Association, guilty of one count in the indictment: that of forming a combine in restraint of trade, and imposed a fine of $500 and costs. The case will probably be appealed to the court en banc which meets in Calgary in the spring. The case has attracted considerable attention throughout the whole country and prosecutions will probably follow in other provinces.

* * *

The hardware business is reported to be very good in Edmonton this fall. In spite of the repeated reports from the West regarding the general period of depression in the country, prominent Edmonton hardware merchants state that business is good. They have remarkably little difficulty in making collections and are looking forward to a fairly prosperous winter. With the opening of the spring it is predicted that business in all lines will be greatly accelerated.

* * *

The contract for grading the line of the Grand Trunk Pacific Railway west of the city will be let shortly and the contractors will take out the necessary supplies this winter on the snow. At least three firms are known to be tendering on this work, the Canadian White Company, of Montreal, the Foley Bros. Company, of St. Paul, Minn., and the McMillan Company of Winnipeg and Eastern Canada.

* * *

We are very glad to notice the right hand of good fellowship extended by our Saskatoon friends and the evident interest shown in the formation of a retail clerks' protective association. The Saskatoon correspondent suggests that an agitation should be started for closing stores at ten o'clock on Saturday nights as well as at six or six-thirty on other evenings. The Edmonton clerks, and many of the merchants, too, are very willing that this should be done but they feel that they should first strive for an early-closing by-law for other nights and then they will endeavor to take the further step and have the stores closed at ten o'clock on Saturday nights.

* * *

Hardware merchants are doing a good business in skates and hockey sticks these days as everyone is preparing for the winter sports.

* * *

A pretty but quiet wedding took place recently at the residence of Mr. McJannett, Elizabeth St., when G. F. McKnight of the plumbing firm of McKnight and Frost was united in marriage to Miss Ethel Anderson of Leduc, Alta.

* * *

A large area within the limits of the city of Edmonton is owned by the Hudson's Bay Company and this year they paid over one-eighth of the total amount of taxes paid in the city. Their property this year was assessed for $2,987,470 and the taxes paid on this was $40,241.72. The total amount of taxes to be paid in the city this year amounts to $325,334.76.

* * *

The Chown Hardware Company have presented the Senior Amateur Hockey Club with nine pair of McCullough skates. The boys appreciate this generous support to amateur spot.

SASKATOON.

Saskatoon, Dec. 3.—A week or two ago work on the Goose Lake branch of the Canadian Northern Railway ceased for the winter. The road has been graded but no steel has been laid, although the weather has been all that could be desired for outside work. The cessation of work has caused disappointment amongst the farmers, as it was expected that the road would be in operation in time to haul the grain out by the end of the year. It is doubtful if there is a tract of country in the west more urgently in need of a railway than this district, for as an agricultural region it is unsurpassed. It will soon be a thriving farming community for settlers are entering fast, but its development will just be in proportion to the progress made in railway construction. It is useless for men to go into the district and raise grain if they cannot market it. It does not pay to haul grain in wagons for fifty or a hundred miles and it makes expensive living when one has to bring lumber, cordwood, coal and provisions the same distance back into the country. When it became known that construction work had stopped, a mass meeting was held in Delisle, Sask., to

adopt some measures to urge the company to complete the line at once. The dire necessity of this is quite apparent for no grain marketed means no money, debts on implements, etc., cannot be met, and supplies for the winter cannot be purchased. After discussing the situation it was decided to appoint three delegates to interview the city council, provincial and Dominion governments, the C. N. Railway officials, and, if necessary, the Railway Commission. There was no lack of determination and earnestness in the meeting was manifested by the fact that funds to defray the expenses of the delegation were raised there and then. The delegates leave at once for the east, under instructions to push the matter until a satisfactory understanding is reached, and they intend to bring every influence to bear upon the company within their power. It is said that settlers have been offered twenty cents a bushel more for their wheat on the track by independent buyers than has been offered at the elevators, so it is little wonder that they are agitating the immediate completion of the road. Very little grain has as yet been sent to the elevators as settlers were living in hopes of the line being in operation.

* * *

The annual cry for cars to move the grain is again heard throughout the west. The elevators here are filled to their utmost capacity and the same conditions prevail at Asquith, Hanley and other outlying points. Grain buyers have as much as they can pack away and unless relief comes soon in the shape of empty cars, the chances are that a great quantity of grain will not be marketed this year. Most farmers are anxious to sell before navigation closes and are sending loads of grain to the elevators, but it is impossible for the buyers to take it all. In some cases cars are loaded direct from the farmers' wagons, but this does not relieve the elevators, and many loads have to be taken home again. This is bad for the farmer and the merchant, for if the farmer does not get his money for his wheat he will have none to spend at the stores, and serious loss of trade is entailed. The railway companies are not blind surely to the fact that thousands of acres have been cultivated more than in previous years, yet they do not seem to be any better prepared to handle the wheat crop of the west than formerly. They claim that cars are being used very extensively for carrying their own materials, but that is no excuse for not having plenty of cars at the different shipping points at this season of the year. It has been well said that if Saskatoon had as many elevators as it has bank buildings, the town would be a good deal better off.

* * *

Several farmers have complained that their wheat has been graded too low and that elevator men are holding them up on the price. The high prices paid during the early part of the season may have helped to create this feeling, but it is when grading takes place that the value of the crop is shown. Some wheat when hauled in was found to be unsalable, while wheat badly frozen only brought twenty cents a bushel. The elevator men, on the other hand, claim that they are giving for the grain what it is worth. A number of farmers have built large bins within the city on private property in which to store their grain for the purpose of holding it until prices advance.

* * *

With regard to the wheat congestion in the west, Superintendent Abbott stated that the Canadian Northern Railway are doing everything in their power to relieve the situation and that at the present time there is an available supply of cars in sight. Mr. Abbott believes that the present congestion is due to the exceptionally fine suitable weather for hauling grain to the elevators. There is no doubt but that this is partly the reason, for within the last few days there has been an exceptional influx of wheat and strings of wagons may be seen coming in and going out. The fact that the country has grown, however, cannot be overlooked, and preparations should have been made accordingly by the railways. Money has been scarce throughout the country this year and had the wherewithal to ship the crops been available at the proper time the farmer would have received his share to distribute as he saw fit.

* * *

Ald. W. Hopkins has again been nominated to represent Ward Two on the city council.

* * *

A. E. Dykes, manager of the J. H. Ashdown Hardware Co., of Winnipeg, was in the city on Thursday. Mr. Dykes is returning from a trip to California and British Columbia, and stated that Saskatoon was the busiest town west of Winnipeg, as far as new buildings were concerned.

* * *

Much interest was displayed in the municipal contest when the nominations took place on Monday morning. Candidates were nominated for the council, public school board and high school board. J. R. Wilson was re-elected mayor for the coming year by acclamation. M. Isbister, the only retiring member of the hospital board, was again nominated and elected also by acclamation. At a large gathering of ratepayers, $2,000 was voted to the mayor for his valuable services to the city during the year, but many felt that this sum would not recoup for time and money spent in the cause of the city. Alderman Jordan reported for the Board of Works. It was planned to extend the waterworks to Nutana, but until the water tank is completed there will not be a water service there. Alderman Hopkins reported for the health and relief committee. Besides carrying on an extensive hardware business, Mr. Hopkins has devoted a considerable amount of his time to looking after the interests of the city, and his report showed that some important work had been done during the year.

* * *

It is reported that Saskatoon is to have another meat packing establishment. A representative of the new firm, which has a large plant at Edmonton, was here a few days ago and is expected to return to make definite arrangements for temporary quarters. A letter has also been received from the manager of a flour mill in Kansas, and is in the hands of the Board of Trade. The writer enquires regarding the amount of wheat which comes in yearly, and asks what are the inducements offered.

* * *

Since last writing the grain blockade has been somewhat relieved, several empty cars having been sent to the various points where most needed. At Asquith more than thirty temporary granaries were built by farmers who were anxious to ship the grain as soon as cars were available. Business was exceptionally good all fall until a week or two ago. It is expected that it will again boom as soon as the wheat moves more freely. The Canadian Pacific Railway have now arranged to run a regular weekly freight train from Saskatoon to Asquith. Every Wednesday until further notice the train will make the round trip, so that prospects for the town are good. The service, however, only applies to car lots, and passenger service has not yet begun.

* * *

Most of the hardware stores are now showing a good display of skates, hockey sticks, etc., in their windows. J. F. Carons is exhibiting the cup won by their team last winter. The rinks are not yet in proper trim for skating or curling, owing to the rather mild weather of the past few days.

* * *

Contractors on the Grand Trunk Pacific grade intend to push the work on during the winter. One span of the steel work on the bridge at Saskatoon has been completed and the work still goes on.

PRINCE ALBERT.

Prince Albert, Dec. 6.—O. B. Manville has moved his stock of hardware to the McKay & Adam Block, a few doors south of the old store. The new premises are much more commodious and a very large stock is kept on hand.

* * *

The Board of Trade has received a proposition from a large American match firm to establish a factory costing $100,000. Although the secretary has been in communication with this firm for some time, only this week a definite proposal was submitted to the Board. The company own a factory in North Carolina and have been contemplating one in Canada for some time. There were several possible locations, but a more suitable one than Prince Albert would be hard to find, for the facilities are here in every shape. There are immense areas of suitable timber, there is a sulphur mine to the north, the city is in the heart of a vast territory and a railway centre, and is very favorably situated for the establishing of this industry. Matters seem to be taking a tangible shape, and an establishment the size of the one proposed would be capable of supplying all Canada.

* * *

At a public meeting on Friday night Mayor Cook gave a full statement of what had been done by the city authorities during the past year. 1907 has been unprecedented as far as Prince Albert is concerned, the population has increased by at least a third, and the assessment has gone up from $2,028,583

to $4,389,895. The buildings erected are of a substantial nature, a credit both to the owners and the city. The waterworks and sewage system commenced in 1905 have been successfully completed. There are six miles of water mains, three miles of sanitary sewers and one mile of storm sewers. There is an efficient fire protection service with a constant pressure of eighty-seven pounds to the square inch, and fifty hydrants are situated throughout the city. The pressure from the stand pipe alone is estimated to be sufficient to throw a fire stream to a height of eighty-five feet. This plant, costing $150,000, will reduce the insurance rates annually by about $3,500. The electric light plant, for which $62,000 was voted last year is not quite complete but will be so shortly. The Board of Works expended $19,709.38 during the year. over four miles of sidewalks were added and three miles of new streets graded. The fire brigade has been equipped with gasolene engine, hose wagon, hook and ladder and other necessary appliances. A water-power franchise was obtained on the Shell River from the Dominion Government, and it is estimated from one to two thousand horse-power could be developed at a moderate cost, but no expenditure can be made in this direction in the meantime. With the completion of the bridge and the extension of the city limits everything points to a prosperous future.

* * *

It is reported that gold, silver, cobalt and copper have been discovered near Lake la Ronge, two hundred miles north from here. Samples have been analyzed and found to be rich. It has been pretty generally known that the north country is rich in minerals so that the information does not altogether come as a surprise. All the surface outcroppings so far discovered have been filed on and investigations are being proceeded with.

* * *

The following appeared in The Times of the 4th inst.: "As a result of an article published in Hardware and Metal from the Board of Trade office, two applications have been submitted to the Board from parties wishing to start foundries here. With the flour mills and saw mills operating in the city, and the many others within a few miles' radius, to say nothing of the rapidly increasing number of farm implements throughout the district, there is an excellent opening for a first-class foundry."

VANCOUVER.

Vancouver, Nov. 29.—Though lumber mills are either closed down or running short hours with light crews, business in the lumber industry is promising. Lumbermen are preparing for a big season next year, and present shutdown is considered as only temporary. A visitor to the coast this week, A. B. Cowan, of Galt, Ont., a large manufacturer of mill machinery, gives his view of it that there is not any danger of a slump in the lumber business. He backs his opinion with the results of his business visit to the mills of the interior of the province, where he has lately been. A number of new mills are being built and others enlarged, and he reports his trade as good in new orders as any of the past years.

Prices in lumber have not come down officially, but it is an open secret that discounts varying from small to large amounts are made from the face of lumber bills purchased now.

Many logging camps have closed down and supplies for them are of course not being sold. Trade from the interior is reported rather dull owing to the shutdown of the copper smelters and mines of the Boundary. Otherwise the hardware trade is flourishing well. Building operations on the coast are still extensive and prospects are that more than the usual amount of construction will go on during the winter.

Trade in stoves and grates has been good for the past two weeks. Previous to that the long continued fine dry weather held off the winter season and with it the need of stoves and extra grates. Trade for Christmas promises well in the coast cities.

* * *

The hardware jobbers, in common with other lines of the wholesale trade, are up in arms over the order from the Railway Commission to withhold the enforcement of the new jobbers' tariff of freights on the C.P.R. until the board could reconsider them. This action is taken to indicate that representations from Winnipeg have had temporary effect in overruling the decision already reached. Action on the part of the Victoria and Vancouver Boards of Trade has been prompt and protests have been sent in against any delay in enforcing the new rates, under which British Columbia wholesalers not only go into the northwest under better terms, but the Winnipeg monopoly of trade in the Kootenays was for the first time virtually destroyed.

* * *

Openings for extension of trade between Canada and Mexico are prominently before business men here this week. The Canadian trade commissioner to Mexico, A. E. Donly, of Mexico City, has been spending some days in the coast cities this week, and has been interviewed by many of the local wholesale dealers and manufacturers. The gentleman has been 25 years a resident of Mexico, though born a Canadian, and hence his views are of value. In the three years since his official appointment, he has had the satisfaction of seeing the gross trade between the two countries grow from $174,000 a year to $1,050,000 last year, with a handsome increase for this year already in sight.

Mr. Donly is of opinion that many British Columbia products might with advantage be shipped to Mexico. He instances coal, of which the supply is now selling at higher prices than the British Columbia mines could supply it. Another line is lumber, but of late the quotations from here have been too high. Railway ties of Douglas fir cost 84 cents each laid down at Acapulco, while cedar ties from the Atlantic seaboard are received at 60 to 65 cents each.

The Elder-Dempster line of steamers runs direct to the east coast of Mexico from eastern Canadian ports and are carrying full monthly cargoes both ways. Mr. Donly thinks that the service on that coast will next year increase to fortnightly. He also has great hopes that the present service from this coast to Mexico will increase very rapidly. It has done well in the short time since its establishment.

* * *

Another feature of the Mexican trade is a side issue of the projected establishment of regular shipments to B. C. ports by the steamers of the Chargeur Reunis, a big French shipping company, which is in direct competition with the big Blue Funnel line of steamers. This latter has been the only regular direct freight service between European ports and B. C. ports, a thirty day service having been maintained for some years. The new company proposes to make regular calls here and at Victoria. Its steamers come via the Suez from Europed and from here go south, touching at Mexican and South American ports en route via the Horn to the Atlantic, and thence direct to Europe. This makes a round the world service. A big advantage in prospect from this new addition to shipping interests of the B. C. coast is the providing means of direct transportation to South American ports, a service hitherto lacking and never before attempted.

* * *

The latest mining deal reported on the coast is the securing of an option on a Howe Sound copper property, containing a group of claims, on behalf of the Guggenheim syndicate. Los Angeles, Cal., and Vancouver men are the owners of the property. It is understood that a working bond is being given on the property which is known as the South Valley group, being just over the divide from the well known Britannia mine. At the same time it is stated that the Guggenheims have shut down work on the Cariboo placer properties secured less than a year ago. No definite reason is given out, but it is claimed that the company will not again operate in the district, having found returns unsatisfactory. There is some prospect of the smelters of the Boundary resuming operations again. It depends on the improvement of the copper situation and it is also stated that in any event some rearrangement of the wage schedule will have to be made.

* * *

It is expected that a large pulp and paper mill will be erected on Howe Sound, not far from Vancouver city, a local syndicate having been formed to carry out the project. A water record has been secured on a stream flowing into Howe Sound, and a site for buildings has also been bought. It is asserted that every sort of local timber except the maple can be utilized by a new chemical process owned by the syndicate. A capital of $1,000,000 is to be expended on erecting the plant.

SOME QUESTIONABLE CHANGES.

The annual meeting of the Dominion Commercial Travelers' Association will be held on Saturday evening, 14th December, in Montreal, and promises to be an interesting one owing to various notices of motions that are coming up at that time regarding changes in the constitution and by-laws.

The association is most flourishing in point of members, there being upwards of 6,000 active members on the roll.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

AGENT wanted in Canada by English manufacturer of edged tools, joiners' tools, augers, saws, shears, etc.; also crucible steel, files, etc.; one of the best known British brands, correspondence to "Rip-Saw," care of HARDWARE AND METAL, 88 Fleet Street, London, England. [50]

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Eighteen feet oak hardware shelving, base section all drawers, shelving above base drawers of several sizes, these drawers extend one half way to the ceiling, balance above open shelving; drawers made of galvanized iron with oak fronts; all made by Cameron & Campbell of Toronto; ordered more than we can use; will sell cheap. Fallis Tourtellot Co., Ltd., Port Arthur, Ont. (50)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—One second-hand National cash register; one of the later models, four drawer or less. Address lock Box 594, Port Arthur, Ont. (50)

WANTED—Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Nice hardware business in Southern Alberta; stock about $2,000; property, $1,800; ill health reason for selling. Apply Box 669, HARDWARE AND METAL, Toronto. [50]

FOR SALE—A well established and good paying hardware business in one of the best towns in Ontario (pays $14,000); stock, $12,000; turnover, $50,000; satisfactory reasons for selling. Apply Box 674, HARDWARE AND METAL, Toronto. (50)

FOR SALE—About $1,500 worth of hardware and $200 worth of glass, at 75c. on the dollar; 400 ash front hardware drawers assorted sizes, from 4½ inch to 14 inch x 6 inches high, with solid brass pull at 9c. each; one 6 foot square-top show case, $10; two 60-gal. coal oil tanks at $300 each. J. D. Murdoch & Co., Simcoe, Ont. (52)

FOR SALE—By tender or otherwise—Fully equipped foundry with several sets of furnace patterns, and tin shop with full line of up-to-date machines for turning out any kind of work expeditiously; cheap power and the best of railroad facilities. Full information, address, Box 676, HARDWARE AND METAL, Toronto. (51)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—A good tinner on furnace work, capable of doing plumbing work. Year round job to the right man. Address Box 436, North Bay, Ont. (52)

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. (52)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED by January 1st—Position as hardware clerk, 5 years' experience; references. Box 673, HARDWARE AND METAL, Toronto. [52

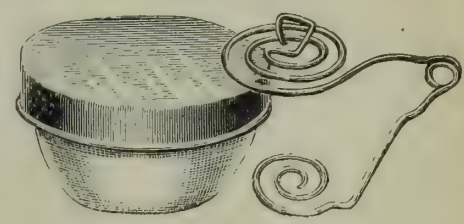
HARDWARE clerk with four years' experience in general hardware wants situation at once; references. Box 675, HARDWARE AND METAL, Toronto. (50)

EXPERIENCED builder and general hardware man with good connection in the west wishes position; Eight years' experience; also experience in the paint and glass business. Box 17, HARDWARE AND METAL, Winnipeg. [tf]

FIRST-CLASS hardware traveller thoroughly posted in general and heavy hardware, stoves and plumbing supplies with a solid connection among the very best merchants in the above lines in Eastern and Northern Ontario will be open for engagement, Jan. 1st. Address Box 667, HARDWARE AND METAL, Toronto. [50]

THE M. B. PUDDING STEAMER.

At this season of the year puddings are probably in greater request than at any other time. What Christmas dinner is complete without a pudding? The housewife who knows from painful experience how many a dainty production has been spoiled by the old-fashioned method of boiling, must realize the advantages of steaming. F. W. Lamplough & Company, Montreal, are selling an article which will be a boon to all cooks—their M.B. pudding steamer. This contrivance produces a perfect pudding, and it is also excellent for fish and meats. The utensil consists of an enamelled bowl with a retinned cover held by a patent wire clasp. It is a steamer, and not a boiler. When in use the



steamer, is placed in a saucepan with a close-fitting cover, and only a little water in the bottom is necessary. The advantages of this utensil are so obvious that no kitchen should be considered complete without it.

THE TIME TO COLLECT.

A careful retail merchant who has given much thought to the credit and collection side of his business, says that the best part of collecting is done when the goods are being sold. Right then there should be a personal understanding as to when the account is to be paid.

He makes it a practice to secure a note in every case where the account is large enough to justify it.

Many merchants dislike to do this. They are afraid it will offend the customer, but every business must have certain rules to follow in this respect if it is to succeed. Because some customer gets mad about your business regulations is no reason why you should abolish them.—Maritime Merchant.

BUSINESS CHANCES.

MAN who understands hardware business thoroughly would invest few thousand dollars and take part interest in paying hardware business in west. At present manager of successful hardware business handling general hardware, stoves, plumbing goods and electric supplies. Teetotaler. Address Box 668, HARDWARE AND METAL, Toronto. [50]

REPRESENTATIVE WANTED

An old established leading firm of

SHEFFIELD TOOL MANUFACTURERS

require a representative for Canada. Replies, with full particulars and references, to "S. T.," care of office of "Hardware and Metal," 88 Fleet St., LONDON, E.C., ENG.

LEARN TO DRAW PATTERNS

Buy yourself a Xmas gift that will keep you employed in slack times and bring you prosperity in good times. Architectural sheet metal work is the only trade to-day in which mechanics are in demand. One Canadian firm recently laid off a large number of hands, but kept the sheet metal workers, and have since hired more. If you can cut patterns for sheet metal work you need never be afraid of hard times.

Write at once for full particulars. Special discount from now until Xmas.

THE SHEET METAL SCHOOL, GALT, ONT.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Dec. 13, Room 511, Union Bank Bldg, Winnipeg, Man.

Except for an advance in green wire cloth there are no quotable changes in the Winnipeg hardware market this week. Business is fairly active but until spring shipments commence to got out in February the wholesale houses will not be badly rushed. Spring buying by the retailers has been good in districts favored with good crops and poor in others where conditions have not been so favorable. Many retailers have probably made the mistake of ordering too little and next spring they may have difficulty in getting the goods. In other years buying has been too heavy on the whole, this year the tendency seems to be to make the opposite mistake.

Rope—Sisal, 11c per pound and pure manila, 15½c.

Lanterns—Cold blast,. per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base, oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper, No. 7, 36½c; No. 8, 37¼c; No. 9. 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38¼c and No. 10, 41¼c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 per cent.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 and 10 per cent.

Blocks—steel blocks, 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings; 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.00.

Tinware, Etc.—Pressed, retinned, 70 pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 71c; Jubilee tarred, 84c; Buffalo plain, 66; Buffalo tarred, 69c; Lion, plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 lbs., $7.75; chilled, $8.10. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Plainished copper, 33½ per pound.; plain, 28½c.

Iron Pipe — Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.-80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.-65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.-40.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box. $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.-50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 70c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

CHANGES IN CUSTOMS TARIFF.

The department of customs, Ottawa, draws attention to the following artieles which will, in future, enter Canada free of duty:

(a) Coal tar base or salt, for use in the manufacture of coal tar dyes (item 712 of the customs tariff).

(b) Crude bromides, for the production of bromine (item 713 of the customs tariff).

(c) Iron tubing, lacquered or brass covered, not over two inches in diameter, in the rough, for use only in the manufacture of extension rods for windows, when imported by manufacturers of such rods (item 716 of the customs tariff).

SNOWSHOEING POPULAR.

Snowshoeing is an ever increasing pastime with young Canadians, clubs flourishing in many cities and towns throughout the Dominion where snow is plentiful.

In the older towns and cities, snowshoes are generally associated with sport, but the commercial use of the snowshoe by surveyors, bushmen and trappers is a large part of the industry. Last winter there was some falling off in the number used owing to the mild weather, but there still were a sufficient number used to make it difficult to keep up a steady supply.

Snowshoeing is an exhilarating sport and one that can well be made profitable to the hardware man when there is the usual quantity of snow. A window neatly arranged with snowshoes and moccasins may be the means of a snowshoe club organizing. The sight of them suggests life, outdoor exercise and adventure, and there is no reason why clubs could not be organized by a great many hardwaremen, if an effort were made to enthuse the young folks by making a club offer or some special inducement to buy a quantity. Snowshoes make a paying side line for winter trade in retail hardware stores if the winter is an average snowfall. The past few years have seen a steady growth of popularity of snowshoeing as a sport.

DEVELOPMENT OF PERCUSSION CAP.

It is interesting to note what a prominent part priests have played in the development of firearms, captains of peace perfecting instruments of war! It is said that a missionary to China in the tenth century saw the people use an explosive powder in their religious ceremonies to appease one of their gods who always required an ear-splitting din. Being of an investigating turn of mind, the missionary placed some of the mixture on a large stone, piled smaller ones on it and set it off, to see the small stones hurled into space and incidentally discover the propelling force of powder. Berthold Schwartz, a monk of Friberg, after studying the theories of Roger Bacon, also made satisfactory experiments with gunpowder, and in the sixteenth century a monk adapted flint and steel to use in a gun. A Scotch clergyman found that a fulminate could be used to ignite powder in the flash-pan, the flint and steel were dispensed with, and the percussion cap was a development of his idea.

Wagner's store in Fond du Lac, Wis., is conducting a contest in which $300 in prizes is offered to the persons bringing in the largest amount in sales checks between Sept. 14 and Nov. 20. The receipts are transferrable and the person turning in the largest amount will receive $100 in gold. The second prize is a fine Jersey cow and the third is $25 in gold. There are twelve other prizes, each of $10 in gold.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' HOUSE PAINT

is our attainment—it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

PRIZES FOR BEST WINDOW DISPLAYS

Two prizes of $5 each are offered for the best holiday window display sent in before January 1, 1908. The display must be made up of goods usually carried in a Hardware stock, and samples of ads. appearing in the local papers should accompany the photos. The editor will also pay $1 for the best dozen or more photos accepted for publication, so competitors should not endeavor to get cheap photos. Several photos had to be rejected last year for this reason. A brief description of how the display was constructed, with some information regarding results secured in sales of articles displayed, should also be sent with the photos.

How Prizes Will Be Divided

One of the prizes will be given to the winning competitor in a city of 25,000 or over and the other will be awarded for the best photo sent in by a hardwareman or clerk in a town or city of less than 25,000. In this way the dealers in the smaller towns will not be competing against the large city stores which have the most modern windows, lighting fixtures, etc.

Clerks who gain a reputation for good window displays will find the honor of winning this competition of greater value than any monetary prize we could offer. The opportunity presented should not be neglected. Prepare at once to arrange a display and send us a photo of the window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR HOLIDAY ADVERTISE MENT

The editor of Hardware and Metal offers a prize of $5 for the best advertisement of hardware articles published in a Canadian newspaper during the month of December.

Advertisements must be devoted to the sale of Christmas Goods, such as cutlery, sporting goods, household articles, sets of tools, lamps, silverware, shaving sets and any specialties sold by hardwaremen during the holiday season. Preferably the ads. should be from one to four columns in width rather than full page size, in order that each competitor will be on an equal footing.

Get Your Printer to Help

While the writing of the ads. must necessarily be done by a hardware merchant or clerk, the arrangement of the matter can be done by the local printer. Too often both merchant and country publisher neglect to give proper attention to the modern and attractive display of advertisements. Poorly set ads fail to bring the merchant proper returns and the merchant gets to look upon his ad. appropriation as a charitable contribution to the publisher. Both merchant and publisher are losers.

Ask your local publisher to cooperate in getting up a series of Christmas business bringing ads. and send in one or all of the series. The prize is worth getting but the experience is worth more than the prize.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR BEST SELLING PLAN

During the coming holiday season much will depend upon the methods of displaying goods, of arranging the store interior, of putting together some novel display fixture or table for the display of special lines, or of devising some original advertising scheme to sell goods. Every merchant should encourage his store assistants to put their brains to work to figure out special plans which will help to clean out the holiday goods in stock as early as possible. It might even be worth while to offer a prize for the best suggestion made by any of the store staff.

Prize of Three Dollars

Some merchants have adopted a "Children's Day" to interest the young folks, while others have had contests, with a large doll for a girl or a magic lantern for a boy. Still another plan is the distribution of checks good for ten or twenty-five cents on holiday goods of a certain value purchased at the store.

Take a photo of the special interior display, send us a copy of the printed matter or a description of the selling plan and forward to the Editor before January 1, 1908. A prize of Three Dollars will be given to the hardwareman or clerk who sends in particulars of what the editor considers the best and most original selling plan for holiday trade.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

An Improved Steel Tape.

John Rabone & Sons, manufacturers of steel tapes, etc., Birmingham, Eng., have put on the market an improvement on the ordinary steel tape which is bound to meet with popular approval. Hitherto it has been customary to mark the feet on the tape with the same figures as the inches, only possibly a trifle larger or smaller. Messrs. Rabone's improvement is to mark the feet with a bright raised surface, on which the figures are indented. The idea is so carried out that none of the segments of the inch are destroyed in any way. The firm has got out neat little folding foot rules of steel, illustrating the improvement, which their agents, J. A. Hossock & Co., 511 Coristine Building, Montreal, are distributing to customers and friends.

An Industrial Calendar.

The Winnipeg Development and Industrial Bureau, has published a novel and attractive calendar to advertise Winnipeg. As an industrial centre the city offers many inducements to manufacturers and wholesalers. Situated in the heart of the great wheat belt it is the seat of the business of the west. The calendar shows railroad maps, pointing out its central position and statistics of the city, showing its growth, area, population and business facilities.

Hunting Calendar.

The Harrington-Richardson Arms Co., Worcester, Mass., have issued a handsome calendar representing a hunting scene done in colors. A hunter with a pack on his back is shown in the act of shooting an elk in the foreground. Coming on at his rear his partner is pictured "packing" a birch bark canoe. The scene is true to backwoods life and it will be appreciated by every hardwareman who receives a copy. Mention this paper if one is sent for.

Cutlery Cabinets.

H. Boker & Co., cutlery manufacturers, are presenting the trade with an oak cabinet for the display of pocket cutlery this season. Wholesalers who handle the Boker lines have been supplied with these cabinets, which are given to the retailers free, with each order for a half-dozen knives.

The cabinets are made to place on the counter and serve as an excellent silent salesman.

FIRE IN STOVE FOUNDRY.

The stove foundry of Burrow, Stewart & Milne, Hamilton, suffered a severe loss by fire on November 22. The fire started on the second floor, in the japaning room and had gained considerable headway before being discovered. The second and third flats were badly scorched by the blaze, the damage to the building and contents reaching the neighborhood of $15,000. This is the third serious fire the above firm has suffered in the past few years.

SMOKELESS COAL.

A London, England, inventor claims to have discovered a process for producing smokeless coal, apparently by distillation of coal at a low temperature. This, after filtration, is said to deposit a very brilliant substance, the heating properties of which are far greater than those of the original coal and which is absolutely free from smoke and dirt. The inventor contends that efforts to overcome the smoke plague have hitherto been unsuccessful because they have been made in the wrong direction, and that by the extraction of the smoke-producing material in coal before being burned he has been successful in producing a smokeless coal. Sir W. B. Richmond, president of the Society for the Prevention of Smoke, has bought up this invention.

Along the line of suggestive copy, the Bond Hardware Co., Guelph, recently had a very good ad. running in the local papers. It is a letter box ad., with this heading: "What about a letter box plate for your door?" This was followed by a short paragraph, descriptive of its convenience, beauty and moderate price.

Why not apply the same idea to Christmas gifts? Supposing it is a carving set. This heading, spread across, say, two column space: "What about a carving set for a Christmas gift?" would be bound to attract attention. Snappily phrased reasons for the adaptability of a carving set for a Christmas gift, with a few prices and your name plate should follow.

This idea, with the carving set or any other of your lines as the subject of it, repeated, with changed language, as much as possible between now and Christmas, ought to bring in a good deal of business which might have gone elsewhere.

There is a splendid volume of business and margin of profit for you in *Berger's Paris Green*

This Paris Green is unquestionably the highest quality on the market and the best seller. The reasons—

Ground to the proper degree of fineness and light in gravity, consequently will stay longer in suspension in the tank and spray farther than other greens.

Has no free or uncombined arsenic, therefore does not blight vegetation like many others, and will not wash off readily with dew or other moisture.

Uniform in strength and the quality never varies. Tested by many experiment stations and agricultural colleges and proved superior to other greens on the market.

Widely advertised and known. Has The S-W. high reputation for excellence behind it.

Put up in handsome packages. Makes a striking display on the dealer's shelves.

Order a stock of ***Berger's Paris Green*** now. There's always a good Paris Green trade every spring. Be prepared to get your share of it. Write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal Que.
Warehouses: 86 York St, Toronto, and Winnipeg, Man.

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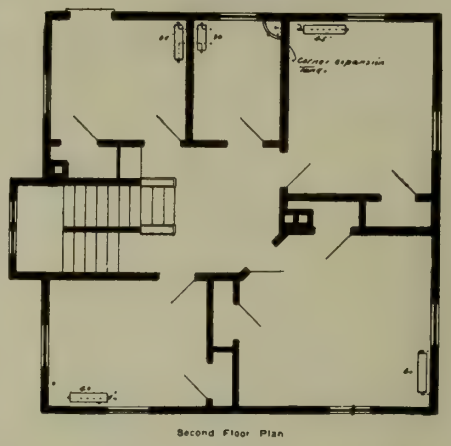
Practical Talks on Warm Air Heating

The Ninth of a Series of Articles by E. H. Roberts.

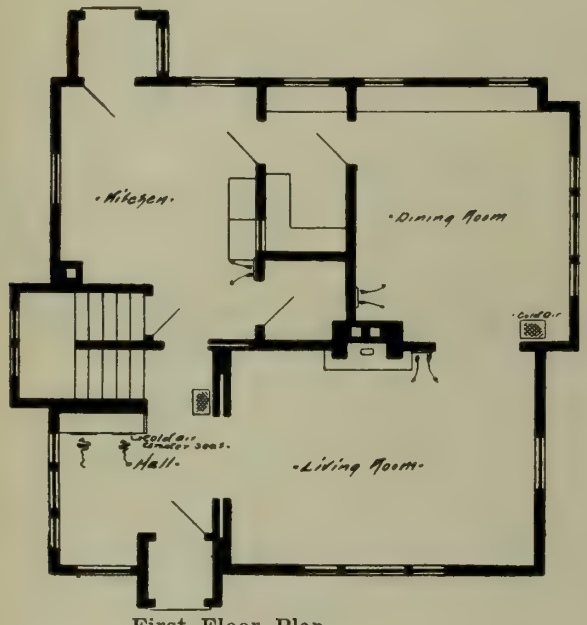
Combination Heating for Residences.

When combination warm air and hot water heating first came into vogue, the idea was quite general that the heat obtained from the hot water was just so much clear gain. This mistaken idea has led to the installation of too small furnaces in many instances and the system of combination heating is often blamed for the unsatisfactory results obtained.

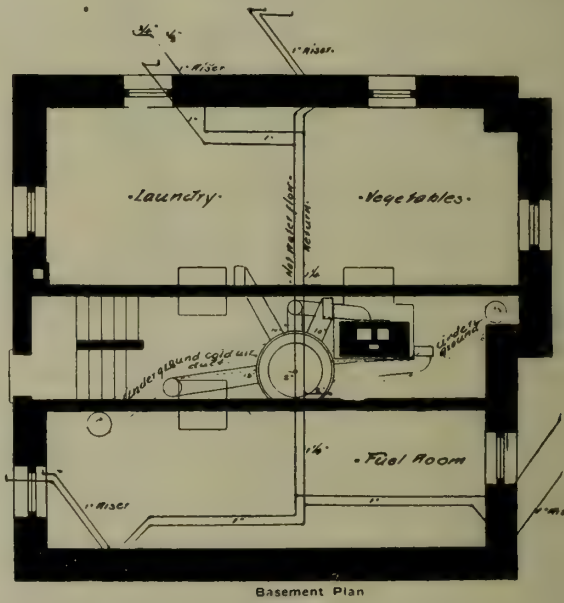
Notwithstanding the failures and disappointments arising from this misapprehension and the difficulty experienced in finding a combination boiler that would absorb a proper proportion of heat from a low fire, without interfering with the combustion or detracting from the effectiveness of the radiating surface, combination heating has steadily grown in favor among practical heating men and is unquestionably the best system that can be installed in many cases.



Second Floor Plan



First Floor Plan.



Basement Plan

A House Already Built.

The plan here shown is for a house already built, where it would be difficult to get wall stacks to second floor rooms; in fact, it would be difficult to heat most of the upstairs rooms, even if the house were under construction, owing to the arrangement of the partitions.

Side wall warm air registers are shown for all the first floor rooms, with the exception of hall, where the owner desires a floor register as a foot warmer.

There are two cold air returns; one from under the hall seat, register faces being placed flush with the front of seat—or the front made with open work that will admit a sufficient volume of air; and the other return from the corner of dining-room.

These two returns will circulate the air thoroughly from the lower floor and also from the hall on second floor and are better than a number of small returns. To do away with piping in the basement, these returns are shown under ground, although overhead pipes could be used where there was a liability of trouble from water in the basement.

Horseshoe Type Boiler.

The horse-shoe type combination boiler made in three sections is the best we have ever seen for general use. The lower, or horse-shoe section, of this boiler should be placed just above the top of fire pot where it will absorb the greatest possible amount of heat and the middle and upper sections, being graduated in size, also get the benefit of the direct action of the fire.

Where wood is used for fuel, the nipple connection between the lower and middle sections may be made longer so as to admit a large chunk without detracting to any appreciable extent from the heating capacity of the boiler and if only a small amount of radiation is to be heated the middle and upper sections of the boiler may be dispensed with.

The basement plan shows the arrangement of flow and return mains, branches, etc., and care should be taken to see that these are properly graded. One inch to ten feet is the minimum elevation required but it is better to have the raise two or more inches if the height of the basement will permit.

Rules for Combination Heating.

The following rules for combination heating may be useful for those who are not familiar with this work:

To determine the amount of radiation required for any room due allowance must be made for exposure, locality, glass surface, etc. In a general way it may be taken that one square foot of direct radiation will heat:

20 to 25 cubic feet in living rooms exposed on one side.

18 to 22 cubic feet in living rooms exposed on two sides.

25 to 30 cubic feet in sleeping rooms exposed on one side.

20 to 25 cubic feet in sleeping rooms exposed on two sides.

15 to 20 cubic feet in bath rooms.

Locate radiators in coldest part of rooms, wherever possible and supply each radiator with a quick opening hot water radiator valve and union elbow on opposite end, also with air valve. The system of piping employed may be

either what is known as the single or double system, but in either case the size of pipes must be properly proportioned to secure a uniform flow through all mains and branches. All lines of pipes to be as free from crooks and bends as possible, the rise from heater to be not less than one inch in ten feet.

An expansion of tank of ample size must be used and this must be open to the atmosphere through a vent pipe extending from the top of the tank. Connect the tank with one of the return mains near heater and run overflow from top of tank. This can usually be carried down into the basement and connected with the drain. See that the tank is always about half full. The filling can be done by hand or by connection with water system. A gauge glass can be placed on the tank to indicate the height of water or an altitude gauge can be connected with the system in the basement.

The usual tappings for hot water radiator are as follows:

¾-in. pipe for 35 ft. and under.
1-in. pipe for 40 to 50 ft.
1¼-in. pipe for 50 to 72 ft.
1½-in. pipe for 72 to 150 ft.
2-in. pipe for 150 ft. and over.

Rules for Piping.

1-inch pipe will supply 2—¾-inch branches.

1¼-inch pipe will supply 2—1-inch branches.

1½-inch pipe will supply 2—1¼-inch branches.

2-inch pipe will supply 2—1½-inch branches.

2½-inch pipe will supply 2—1½-inch and 1—1¼-inch or 1—2-inch and 1—1¼-inch branches.

3-inch pipe will supply 1—2½-inch and 1—2-inch, or 2—2-inch and 1—1½-inch branches.

DEMAND FOR HIGH CLASS STOVES.

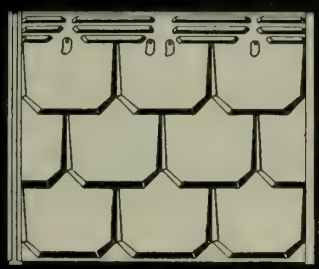
The demand for high class stoves is constantly increasing in Canada and manufacturers are going back a decade to the plain and more sensible ornamentation of stoves. Less nickel is used and the effect is more in keeping with the use of a cook stove.

The tendency of the trade is in the direction of buying good goods, not necessarily the highest grades, but stoves that have the reputation of experienced manufacturers behind them. The effect is being felt by the dealers, who are selling more and a better grade, than in the past. They consider it more advantageous to make a sale that will lay the foundation for future business than to make a large profit out of an article which will not give satisfaction. Consequently manufacturers who are improving their stoves are experiencing the most satisfactory results.

There has been an ever increasing demand for stove repairs this fall. The demand has not been affected by the scarcity of money in most parts of the country.

THE METALLIC ROOFING COMPANY LIMITED

"EASTLAKE"



STEEL SHINGLES

FOR THE ROOF

There's truest economy in choosing

"EASTLAKE"

STEEL . . . SHINGLES

They last indefinitely.

Are fire, lightning, rust and leak-proof.

Fit together perfectly by means of their special patented side lock, can't possibly work apart.

GALVANIZED "EASTLAKES" are heavily coated on both sides with all the galvanizing material that will adhere to them.

PAINTED "EASTLAKES" are thoroughly covered on both sides with Sherwin-Williams best paint.

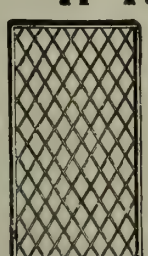
"Eastlakes" have been tested by years of service in all climates, everywhere giving thorough, lasting satisfaction.

Write and let us give you further information.

TORONTO, CANADA.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg

"If It's Made of Wire We Make It"



Let us quote you when in need of

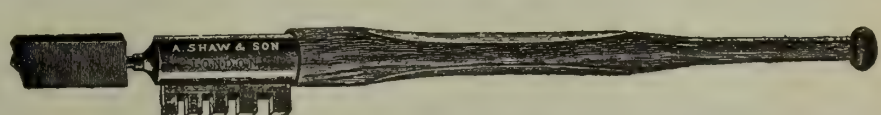
Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.

We have a splendid selling line of

Spark Guards and Fenders.

Illustrated list sent on application. "Write; and let us get acquainted."

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

A Port Arthur despatch says that English capitalists will take over the zinc properties on the Pearl river, owned by Alex. Anderson.

The Montreal market committee will recommend to the council the construction of a new market in the northern part of the city at an estimated cost of $50,000.

The English locomotive firm, which purchased the Johnson farm. Lachine, Que., will do nothing this season, beginning work only with the opening of next spring.

About four hundred shares of stock of the Brockville Mining Company's mica properties on the Rideau canal are advertised for sale by the executors of the late Senator G. T. Fulford.

The Canadian Shipbuilding Company recommenced operations at their Bridgeburg yards on Dec. 9, with about two hundred and fifty men. The plant had been closed down about a month.

The Dominion Iron and Steel Company has leased the New Brunswick Iron Company's mines at Lapreaux for a term of 80 years. Developments on a large scale will be started immediately.

It is stated to be the intention of the Canadian Northern Coal and Ore Dock Company to immediately proceed with the work of doubling the capacity of the Port Arthur, Ont., coal and ore docks and blast furnaces.

A by-law granting the Deseronto Furniture Company a bonus of $20,000 was voted on Dec. 9th at Deseronto and carried. The vote was 276 for the by-law and 29 against it. The factory furnishes work for 75 or 100 men the year round.

The new plant of the Lakefield Portland Cement Co., at Pointe aux Trembles, will start operating next week. The output at the start will be about 2,000 barrels per day and will be increased to 3,000 barrels in the near future.

The Montreal road committee has decided that it wants appropriations for next year's improvements amounting to something like $3,000,000. Of this sum, no less than a million and a half is to be spent on macadamizing streets. Two new corporation yards, and an asphalt plant are to be erected.

The Grand Trunk Railway intends to establish at St. Lambert Junction, Montreal, a freight terminal which will be one of the most important in the country. For some time the company has been acquiring property along the main line, and the yard will probably be about three miles in length.

The big corundum mill at Craigmont, Hastings county, was closed down for four months last Saturday, and about two hundred men were thrown out of employment. The office and shipping staffs are still on duty. The demand for corundum at present is limited, and only a few days ago a $7,000 order from a big American firm was cancelled.

J. J. Drummond, Londonderry, of the Drummond mines Company, says that Bathurst, N.B., will be made the seat of the iron industry in the Maritime Provinces. The Government has granted the Drummond Mining Co. the privilege of developing the iron deposits, and work will go on as soon as the company gets a charter. A total of 1,000 men will be employed in the mines and smelter, which the company will erect.

Municipal Undertakings.

Guelph, Ont., council have agreed on the Niagara power proposal. The cost will be $52,000.

Kearney, in the Parry Sound district, has been proclaimed a town by the Ontario Government, to come into existence on December 30.

The town council of Markdale has recently received a proposition from Toronto capitalists regarding the establishment of a $1,500,000 cement plant at that place.

A by-law recently passed by the ratepayers of Humberstone township has fixed the assessment of the Canadian Portland Cement Co., for twenty years at $10,000. The mills cover 165 acres and have a capacity of 3,500 barrels per day.

St. John, N.B., was this week entirely without water owing to the breaking of a water main, and as a consequence most of the manufacturing and industrial plants have been compelled to shut down, throwing thousands out of work.

The work on the new central fire station, Toronto, will be started in the spring. An office building for the chief of the fire department, and store house for the alarm telegraph system will also be erected by the city at a cost of about $35,000.

Saskatchewan will have a Government owned telephone system before another year. The Scott Government placed a sum of $30,000 to cover expenses for an inquiry, which has been brought to a successful close. In a short time farmers in the province will have their own telephones.

Building Notes.

Victoria, B.C., will have a new public school to cost $30,000.

The Bank of Commerce will build a new branch at Vancouver, B. C.

E. P. Atkinson, Toronto, will build two brick dwellings at a cost of $6,000.

H. Lankins, Toronto, will build one pair of semi-detached houses at a cost of $7,500.

The Silliker Car Company, Halifax, will erect buildings at Halifax to the value of $25,000.

L. C. Sheppard & Co., Toronto, will build four pair of semi-detached houses at a cost of $14,400.

Building permits to the value of $175,000 were issued by the building inspector of Victoria, B.C., during November.

Professor Nobbs, of McGill University, Montreal; A. N. Goodshoe, of New York, and Prof. F. Miles Bay, of Philadelphia, will form the committee appointed by the Saskatchewan Government to examine designs for the new legislative buildings of that province. The committee will sit in Montreal, and will consider seven designs submitted, the competitors including E. and W. S. Maxwell,; J. O. Marchant and S. Haskell, both of Montreal; Pierson and Darling, of Toronto, and Cass Gilbert, who designed the $4,000,000 marble capitol of Minnesota.

Companies Incorporated.

The John Deere Plow Co., Winnipeg, has been incorporated with a stock of $500,000; to deal in machinery and heavy hardware.

The Maison, Jean, Paquette, Limited, have been incorporated, with a capital of $300,000; to import hardware and groceries and to carry on a business as general merchants. The head office of the new company will be in Montreal.

The Dominion Metal and Manufacturing Company, Montreal, is a new undertaking manufacturing pyramid metal, which is claimed to be the best babbit metal in use. J. H. Redpath is president of the company; C. E. W. Smith, vice-president, and F. H. Lewis, manager and secretary-treasurer.

Railway and Shipping.

Although the shipping season, which has just been closed at the port of Montreal, has broken the record for passenger traffic, the freight business, considering all things, has not been so satisfactory as in previous seasons, though the volume of traffic was larger. Whilst imports show an increase, there has been a decrease of 80 in the number of ocean-going vessels entering the port, and a decrease in tonnage of 48,748. The customs revenue on imported goods shows, for the seven months of navigation, a magnificent increase of $1,700,027 over the corresponding period of the previous year, the figures being $10,515,867, against $8,815,840. There has been an increase of lumber shipments from Gaspe points, but the imports of metals apparently, have not been so good as last year, although there have been large consignments of pig iron, and manufactured steel and iron of every description. The coal imports also show a decrease of 156,331 tons, compared with last year. The revenue received by the harbor commissioners amounted to $330,256, compared with $330,290 in the corresponding period of last year, or a decrease of $34. The traffic through the Lachine canal has been the heaviest in the history of the St. Lawrence system, there being a large increase in the number of vessels passing through, in the number of passengers carried, and in the quantity of merchandise transported. Taking everything into consideration, the figures are eminently satisfactory, for what was lost in one direction, was more than made up in another. The prosperity of Canada can be judged by these returns, and those who are crying out now because a monetary depression has overtaken the country, can learn an interesting lesson from the traffic of the port of Montreal. There can be no cause for fear as to the future when such tremendous figures are considered. Every country, no matter how prosperous it may be, has its periods of depression, and there is no reason why Canada should be exempted from this rule, or why, when depression does come, it should be unduly prolonged. Montreal traffic returns, at any rate, show how strong is the vitality of the country.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO.
Limited

MONTREAL

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND. ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hammer the Hammer

The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

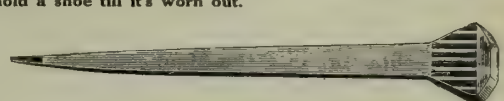
Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

If which HORSE NAIL to use you're in doubt,
and "M.R.M." Brand you're without,
Let us send you a sample.
They are Light, Strong and Ample
To hold a shoe till it's worn out.



M.R.M. CO.

New Cold Process Horse Nails

have been approved by many of the leading Horse Shoers of Canada, on account of their superior pattern, uniform quality of material and perfect finish, and have no hesitation in pronouncing them the equal of any Horse Nails made.

If you have not yet had samples of these Nails, write us, and we will gladly send them by return mail.

The Montreal Rolling Mills Co.

Trade Press and the Post Office

Some Tributes by American P.O. Offi cials—The Situation in Canada—What The MacLean Newspapers Have Done.

We have several times referred in these colums to the tendency of leading officials in the Canadian Post-office Department to cater to the interests of the big departmental stores and mail order houses. We have pointed out that the present Postmaster-general was not personally to blame for this tendency, but it is a fact that one of his predecessors, Sir William Mulock, was associated with the owners of two of the largest mail order houses in the country in the control of a well-known daily newspaper. A year ago these officials prevailed upon the present Postmaster-general to adopt a C.O.D. system, which, if carried out, would have meant that every postmaster in Canada would have become an agent for a departmental store. The MacLean newspapers drew the attention of the trade to the matter and such a storm of protest arose from manufacturers, wholesale and retail merchants from one end of Canada to the other that he was forced to withdraw it. In doing so he explained and frankly admitted in the House that he was not familiar with the situation, having never been in touch with the trade outside of Montreal.

Departmental Stores Favored.

Quite recently when the new postal rates went into effect between Canada and European countries whereby twice the weight could be sent in a letter for the same rate, a leading post-office official in an interview published in one of the dailies, speaking of the great advantages this regulation would be, referred particularly to the fact "that it would be a great saving to the departmental stores who sent large orders for goods to Europe."

These officials and the mail order houses do not by any means entertain a friendly feeling towards the MacLean newspapers for having defeated the scheme to make postmasters agents for departmental stores. Recently one of the officials at Ottawa announced his intention of trying to induce the Postmaster-general to make it uncomfortable for the MacLean papers by charging a higher postage on trade newspapers than on any other publications. The departmental stores complain that trade newspapers give so much news and information to the business men in the smaller cities and towns that they are in consequence as much up-to-date as the departmental stores themselves; that the trade newspapers are educating them in the value of advertising and to do as good advertising in the local newspapers as the departmental stores are doing in the big cities, that in consequence consumers are getting more confidence in the local merchants and buying more freely from them instead of developing their trade with the big stores in Montreal, Toronto and Winnipeg.

While some of the higher officials in the Canadian Post-office Department have been showing their antipathy to trade newspapers the very opposite views have recently been expressed by the Postmaster-general of the United States and by his Deputy, when addressing a gathering of trade newspaper publishers in Washington recently. Hon. Von L. Meyer, the Postmaster-general, said:

"First of all, I am delighted to have the honor of extending a cordial greeting and welcome to all you gentlemen who are here this evening, and I am pleased to be here to meet you, because I am aware of the great work which you men are doing, not only in extending trade but also in education, and I desire to take this opportunity to say to you that the policy of the department toward your association and its members is absolutely friendly."

Mr. Meyer further said that he had been urged to extend the parcel posts system and he would recommend some changes but he recognized the rights and importance of the country merchants as compared with the mail order houses and any changes made would be in the interests of the smaller dealers.

Value of Trade Press.

Mr. Lawshe, the Assistant Postmaster-general, also said:

"I recognize that the trade press is peculiarly educational, and that it is a powerful factor in trade and commerce. There is no higher plane of usefulness in journalism than that occupied by some of the great engineering, manufacturing and other technical periodicals of our day, which search the world for things new and useful to place before their readers. The trade press has been fitly designated "the great clearing house and equalizer of technicel information." In their true sphere such papers are the legitimate product of business needs and conditions and if they fail to meet those needs and conditions it is their fate to die the death of the unworthy. In the true sense they are "specialized publicity," invaluable to their respective constituencies. Congress must have taken this view of the matter, and rewarded the trade press with favor, when it gave to it special mention and distinct recognition in the law covering the admission of newspapers and periodicals to the second-class of mail matter.

POOR MAIL SERVICE.

Durham, Dec. 10.—According to the Chronicle the train service on the Durham Branch of the Grand Trunk Railway is far from what it ought to be. Several times of late the citizens and business men went to the post on arrival of the afternoon train to find to their annoyance that there was no mail from Toronto or down the line below Palmerston. The train from Palmerston is due to arrive here at 1.50 p.m. and leave on its return trip to Palmerston at 2.50.

It seems to be the invariable rule for trains to be late north of Guelph, and if on reaching Palmerston they should be the usual thirty or forty or fifty minutes late, the north bound train here has not sufficient time to make the trip and return to Palmerston in time to connect with south-bound trains from that point. To get over this the train from Palmerston here leaves before the arrival of the trains from the south, and the mails and passengers intending to come north on this branch are dumped off at Palmerston and held over for the night train, which is due here before nine o'clock, but never gets in on time.

The citizens of Durham and Mt. Forest, too, it must be imagined, are annoyed at the frequent disappointments and irregularities, and it is high time to make a vigorous protest against the ill-treatment. Not only should the annoyance caused in towns along the line be considered, but the expense and annoyance given to passengers who are left at Palmerston and have to wait for the next train.

Who is to blame for all this sort of thing? Is it the Government which permits the mail service to be handled so as to suit the convenience of the Grand Trunk Co., or is it the Grand Trunk Co. who are indifferent to the wants of the public and run their own show to suit themselves independent of the will or wishes of the Government that they themselves seem to be governing. Whosoever is at fault, the public has evidently to put up with it.

In this part of Ontario we have been a long suffering people. The towns of Mt. Forest and Durham have never had a good mail service. The Government with a boasted surplus from the Postal Department should give us a mail clerk, and let each office along the line be given a reasonable service. Our mails here are dumped on to an antiquated baggage car and again dumped out at certain points along the line. Worse than that, the only service between Durham and Palmerston is by the morning train. A letter going from here to Varney, Holstein or Mt. Forest has to go by the morning train. If posted any time before the afternoon mails are made up the general public would expect a letter so posted to be carried to the intermediate offices between here and Palmerston on the afternoon of the same day, but this is not the case. The treatment is an outrage, and the towns interested should be heard from and heard from vigorously. Mt. Forest has an advantage in respect to the Toronto mails which are carried over the C.P.R.

A Paint Catechism

By G. B. Heckel.

33. What are the characteristics of magnesium silicate? Inertness, fineness, unctuosity, lightness of gravity and a sort of physical "fluffiness," which tends admirably to keep it in suspension. In its properties as an inert pigment it resembles those already considered, but physically it is very different. It is much softer, makes a very smooth paint and is held by those who use it to prevent "settling in the can" to a greater extent than the other pigments of this class. One of the large eastern railway companies has used it for many years with great success as a component of its station paints.

34. What is alumina? An oxide of the metal aluminum, consisting of two atoms of the latter combined with three atoms of oxygen. In this form it occurs in nature as corundum, emery, ruby, sapphire, etc. Alum, which is a sulphate of alumina, under certain conditions precipitates a trihydrate of aluminum, which is a powerful absorbent of organic dyes. This fact is taken advantage of in dyeing fabrics and in the preparation of several of the lakes.

The silicate of aluminum—china clay, kaolin and feldspar—is often incorrectly called "alumina" and hence is described here under this heading. These substances are complex hydrated silicates of alumina, (kaolin or china clay, being feldspar which has undergone decomposition by agelong action of the elements). The former is taken from the earth, washed and floated. The latter is ground and bolted or floated to prepare it for use.

35. What are the characteristics of silicate of alumina? Inertness, practical absence of color—though in this the clays are inferior to barytes and silica, while feldspar is about the same—impalpable fineness in the case of kaolin, appreciable "tooth" in the case of feldspar. Otherwise the material is comparable to the silicate of magnesium in its properties.

36. What is calcium sulphate? The hydrated sulphate of the metal calcium, consisting of one atom of the latter combined with one molecule of sulphuric acid and two molecules of water of crystallization. When a part of this water is driven off by [illegible] the substance becomes "plaster of paris," which again hardens on absorbing water. A similar phenomenon is familiar in portland cement. Calcium sulphate in its native form is known as gypsum—when transparent, as selenite.

For use in paints it is carefully ground, so as to avoid driving off the water of crystallization, and bolted.

The authorities of the Pennsylvania Railroad and some other lines prefer calcium sulphate to other inert pigments—on economic grounds alone, however—and require large percentages of it in their specification paints.

37. What are the characteristics of calcium sulphate? Inertness, medium softness, colorlessness, and ease of manipulation. It is soluble in 500 parts of water; that is, one pound will be dissolved by about 63 gallons of water. This, however, seems to be of no practical significance when it is used in oil paints. If the hydration be complete, gypsum is as efficient as other inert pigments, and for some purposes would appear to be preferable. Dr. Dudley, of the Pennsylvania R.R., as above indicated, gives it full preference.

38. What is calcium carbonate? A combination of the metal calcium with carbonic acid in the proportion of one molecule of the former with one of the latter. It is familiar in nature as marble, chalk (from which whiting is produced by grinding, washing and floating), Mexican onyx, crystalline calcite, etc. For use in paint it comes in the form of the finer grade of whiting, Paris white, mineral primer, etc.

(To be Continued.)

Haven't

you felt instinctively that sometimes you did not have the proper varnish to sell a customer for a certain purpose?

Yet you took a chance, and made the sale with what you had, and now you wonder why that customer trades with your opposition across the street.

Varnish may be a small part of your aggregate business, but as a rule most people want it good, and if you will have the best for particular people, STOCK ELASTILITE.

It is always safe to recommend for either outside or inside. Great Body, Brilliant Gloss and very Durable.

See Catalogue No. 10, Page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

WHITE LEAD SUBSTITUTES.

Tesseit proposes to replace white lead in paint and putty by utilizing the residue left in the sulphuric acid treatment of bauxite in the manufacture of aluminium sulphate. The composition of this residue varies according to that of the bauxite treated but averages 40 per cent. of alumina, 10 per cent. of ferric oxide, 27 per cent. of silica, titanium oxide 18 per cent., and crystalized aluminium sulphate 5 per cent. It can be initiated by adding infusorial earth to a mixture of red and white bauxite. The residue, after being well dried, is placed in a ball mill, along with 40 per cent. of a drying oil, and ground to an impalpable powder, or rather paste which can be reduced to a workable consistency for use as paint by adding a sufficient quantity of oil and driers, together with a little ochre to produce the desired shade. To make putty, the above paste is mixed with 1½ parts its own weight of Paris white, crushed to powder in the ordinary manner.

Paint and Oil Markets

MONTREAL.

Montreal, Dec. 13.—The cold snap experienced in the early part of the month has been followed by milder weather enabling painting operations to be carried on both indoor and outdoor. A better tone is, therefore, noted in the paint and oil markets, and a firmness characterizes all quotatians. The general report as to trade conditions from the various manufacturers is a fairly favorable one.

Linseed Oil—A moderate inquiry exists chiefly from furniture and similar factories, and while the output is not large, quotations are steady. We quote: Raw, 1 to 4 barrels, 59c ; 5 to 9, 58c ; boiled, 1 to 4 barrels, 62c; 5 to 9, 61c.

Turpentine—This line still keeps quiet, which is somewhat unusual in early winter, and is accounted for, in part, by a curtailment of operations in some of the large western factories : Single barrels, 70c ; wood distilled turpentine, pure, 64c.

Ground White Lead.—The demand is very quiet, and more lively conditions are not looked for until the turn of the year. Prices are steady as follows :— Government standard, $7 ; No. 1, $6.75.

Red Lead—Some fair-sized orders continue to be received for genuine red lead. Quotations are strong, as what little quantity as is in the country, is firmly held. Prices are maintained as follows: Genuine red lead, in casks, $6 ; in 100-lb. kegs, $6.25 ; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75 ; kegs, $6, and smaller quantities, $6.75.

Dry White Zinc—This article is sluggish, with nothing promising in the outlook as regards a healthy demand : V.M. Red Seal, 7½c ; Red Seal, 7c ; French V.M., 6c ; Lehigh, 5c.

White Zinc Ground in Oil—Some fair consignments are being shipped, chiefly to large centres to close up decorating contracts ; Pure, 8½c ; No. 1, 7c; No. 2, 5⅝c.

Varnishes—All lines of varnish seem to be receiving fair attention, particularly household varnish in small cans. Varnish gums are easy, but buyers are chary of placing large orders at present.

Putty—There is a decline in the demand as is usual in the month of December. Quotations are extremely firm as follows : Pure linseed oil putty, bulk, in 800-pound casks, $1.75 ; in 25-pound iron drums, $2.05 ; in 25-pound tins (4 in a case), $2.15 ; bladder putty in barrels, $1.95.

TORONTO.

Toronto, Dec. 13.—This is the dullest month of the year among the paint and oil jobbers and local firms in many cases are taking stock to close up their books for 1907. The travelers are all in, and consequently sales are not so large as last week. There is little business being done and booking for spring delivery has not yet commenced.

Linseed Oil—The demand for linseed oil is very small at present, no booking being done for future delivery. Retailers are carrying very little stock, most orders received consisting of barrel and half-barrel lots. Since last week's reduction there has been no change of prices. Raw, 1 to 3 barrels, 60c; 4 barrels and over, 59c. Add 3c to this price for boiled oil f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine—The demand is very slack at present, some small orders for part barrel lots denoting the only movement. Last week's quotations remain unchanged: Single barrels, 70c; 2 barrels and upwards, 69c f.o.b. point of shipment, net 30 days, less than barrels 5c advance. Varnish turpentine is unchanged at 65c.

White Lead—The market for white lead is quiet, though prices have dropped 10c in many cases. All orders received during the week were for small quantities and the retailers are still buying for immediate requirements only. Pure white lead is quoted at $7.15 and No. 1 at $6.90.

Red Lead—The market continues dull, very little having been shipped during the week. Quotations unchanged: Genuine in 500-pound casks, $6.15; ditto, in 100-pound kegs, $6.40.

Shellac—There has been a small demand for shellac during the week and cutting prevails, indicating that the price may drop after the new crop is marketed. We still quote: Pure orange, in barrels, $2.35; bleached white, $2.25 per barrel, No. 1 (orange), $2.15.

Glass and Putty—The market is dull though some glass is moving. There is no change in quotations.

Petroleum—A normal December demand exists. Prices are as follows: Prime white, 14c; water white, 15½c; Pratt's astral, 18½c.

WALL PAPER IN DECEMBER.

The average decorator is apt to regard December as a month which brings little or no business in his line and no doubt the merchant who handles wall papers thinks it a rather poor month for his wall paper department. But is it reasonable to take this view of the approaching holiday season, which brings such an extra volume of business in many lines ?

We know that in many homes the holidays bring a family reunion ; the sons and daughters or other members visit the old home which has been the scene of active preparation for some days, and we believe that the decorator and dealer who makes an attractive window display of wall papers and offers the timely suggestion could make many sales.

There is no feature in a room that has such a happy influence as a suitable, well selected wall paper in colors that harmonize with the furnishing. There are many housekeepers who would at this time decorate the boys' room o the girls' room, if the suggestion was made.

Wall papers may not be regarded as suitable goods for gifts, but they certainly are the goods to give the home that cheer, attractiveness and appearance of good will, which is inseparable from the time. It also should offer the opportunity for the latest style in interior decoration, for will not some of

This mark

is your Protection

This White Lead is your Building's Best Protection

Sell, Buy and Use None Other for Unvarying Satisfaction.

BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

MONTREAL ST. JOHN HALIFAX WINNIPEG

MARSHALL-WELLS CO., WINNIPEG

Distributors for Western Canada

LET US GET YOUR EAR A MINUTE, MR. PAINT DEALER

We have a suggestion to offer that has paid others well, and will pay you well if you'll act upon it.

Martin-Senour Paint makes money for dealers, because as soon as they start handling it the powerful advertising organization behind it begins working for their interests.

Now, why not get in line for more trade and more money by handling

MARTIN-SENOUR PAINT

100 Percent Pure

We don't stock up dealers and then leave them to unload as best they can. Our policy is to give every possible assistance in moving the goods. Do we succeed? Just ask any of the dealers. If you would like to know how it's done, and our plan for hustling the goods off of your shelves and making your store the headquarters of the first-class paint trade in your locality, sit down right away and write for our special agent's proposition. It will cost you only a penny, and may bring you many dollars. Write today.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

A PERFECTLY PURE PAINT

is something of a novelty in the paint trade. But we have it. It is the result of prolonged experimenting. It has been proven, by actual comparison with the brands claiming superiority, to be the farthest spreading, the most uniformly lustrous, and the longest lasting paint on the market. We call it

MOORE'S PURE LINSEED OIL PAINT

Nothing can exceed its customer-pleasing qualities. The fact that we do not waste money in wild-cat advertising permits of us turning out this absolutely pure paint at a reasonable price. Its purity, its body, its lustre and its long life make it the most desirable paint for both dealer and customer. Why not write for quotations ?

Pretty nearly everybody knows that for interior wall finishing nothing can beat (or even equal)

MURESCO

The output is continually on the increase and the quality remains at the original high standard.

BENJAMIN MOORE & CO., LIMITED

FORMERLY THE FRANCIS-FROST CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA. New York, Chicago, Cleveland, Carteret, N.J.

the visitors be from the cities, and hence familiar with the latest styles ?

Is it not an excellent time now for the decorators to introduce some of the latest types of decoration, having more time at their disposal than in the spring ?

Is it not worth a determined effort to create this demand through the medium of attractive window displays, neat announcements and suggestions, which can be supplemented by some business calls at the homes of possible prospects ?

ALCOHOL VS. GASOLINE.

The agricultural engineering section of Iowa college, Ames, has for some time been conducting experiments to learn something of the value of alcohol for lamps and internal combustion engines and the results are published in a recent pamphlet. Briefly, they show that alcohol probably would not come into competition with gasoline in the production of power when the cost of alcohol is greater per gallon than that of gasoline. Conditions under which alcohol can compete with gasoline will come about slowly.

The following is a summary of the results of the experimental work as far as completed in regard to the comparative values of alcohol and gasoline in the production of light and power.

The higher heat value of 94 per cent. alcohol is but 68 to 71 per cent. that of gasoline.

The lower heat value (the value more nearly attained in practice) of 94 per cent. alcohol is but 6 to 60 per cent. that of gasoline. When used for the production of light, 94 per cent. alcohol will produce from 53 to 85 per cent. as much light as an equal volume of gasoline. Alcohol of 94 per cent. purity must be sold for from 11 to 17 cents per gallon to compete with gasoline for lighting purposes at twenty cents per gallon.

Alcohol, when used in a generator lamp, will produce from two to four times as many candle power hours as kerosene in a wick lamp. It was found impossible to soot the mantles of any of the lamps with alcohol.

Alcohol of 94 per cent. purity when used in engines designed for gasoline, has but 68 to 85 per cent. the value of gasoline in the production of power. To compete with gasoline at 20 cents per gallon for use in gasoline engines 94 per cent. alcohol must be sold for from thirteen to seventeen cents per gallon and 90 per cent. alcohol from eleven to fifteen cents per gallon. None of the engines could be started readily with alcohol, although a few could be started with less difficulty than others. After having once been started with gasoline and warmed up, the carburators as designed for gasoline vaporized the alcohol successfully except in one instance. No doubt the gasoline carburator can be readily changed to permit the use of alcohol as well as gasoline in the same engine. Experimental work does not include tests of the special designed alcohol engine, which should show better economy in the use of alcohol. Gasoline cannot be used readily in a specially designed alcohol engine using high compression on account of pre-ignition. The odor of the exhaust of an engine when using alcohol is not as unpleasant as when using gasoline.

Alcohol is much more pleasant to handle. There is much less danger from fire when using alcohol than when using gasoline, owing to the fact that alcohol does not vaporize as readily as gasoline and its flame may be extinguished with water.

NEW BRAND OF PAINT.

The Benjamin Moore Co., Ltd., Toronto Junction, makers of the well known "Muresco," have put a new mixed paint on the market, and, according to Mr. Francis, the manager of the company, the new paint is unique in its purity. The linseed oil used is the pure article, and Mr. Francis claims that there is not a fractional percentage of water in the new brand. The pigments used are a new combination, with an element introduced which prevents the linseed oil from oxidizing, such as frequently happens where white lead alone is used. He claims that the new brand shows by actual test, a greater body than most paints. To quote from the company's handsome circular : "Our paint is made from the very best and most lasting pigments, combined with pure linseed oil and the very best liquid driers. It dries perfectly hard with a gloss, yet possesses sufficient elasticity to prevent cracking or peeling. Its working and lasting qualities have been thoroughly tested at seashore and inland, and numerous testimonials as to its merit have been given by both dealer and consumer. We feel confident in stating that our house colors are not only cheaper to the consumer than white lead but when properly applied will cover more surface, hold their lustre longer and give better satisfaction than any other paint in the market."

It is put up in gallon, half gallon, quart, pint and half pint cans; also in five gallon kits, half barrels and barrels.

The name under which the new paint is known is "Moore's Pure Linseed Oil Paint."

PAINT MANUFACTURER KNIGHTED.

Gustaf Gylling, partner in the firm of McCaskill, Dougall & Company, Montreal, paint and varnish manufacturers, has been created a knight of the order of Wasa, of Sweden. Mr. Gylling came to Canada from Sweden 23 years ago. In 1897 he was appointed vice-consul for Sweden and Norway for the district of Montreal. About a year ago, shortly after the two countries separated, Gustaf Gylling was made consul for Sweden for British North America, with headquarters at Montreal. For the past five years he has been a member of the firm of McCaskill, Dougall & Company.

ORIGIN OF PETROLEUM.

A mineralogical expert in a letter to the "Oil Investors' Journal" says: "I am forced to believe that crude petroleum is the refined pitch of bituminous coal, because numerous veins that I have traced to their extreme end invariably trickle out from under beds of that commodity, and there are just as many different kinds of grades of coal as there are different kinds of hydro-carbons. Take, for instance, eloterite, gilsonite, and ozokerite; they are just as dissimilar as are the paraffin and asphalt oils, and yet they show a kindred origin and were at one time a liquid."

Reflections: "By the Way"

KING BUG: "As we journey through life let us live 'By the Way'"

QUEEN BUG: "I have partaken of the

C. P. CO'S

Paris Green. Alas! I am falling "By the Way"

Every good hardware shop sells the Paris Green made by

THE CANADA PAINT COMPANY, LIMITED

As a Money Maker

a good line of paint is hard to beat. Things must be kept painted, and people want paint which keeps its freshness for a reasonable length of time. They want a paint like

NEW ERA PAINT

which spreads evenly and covers a lot of space to the pot. It is a significant fact that once a man buys a pot of New Era Paint, he will use no other brand but it.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses :

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

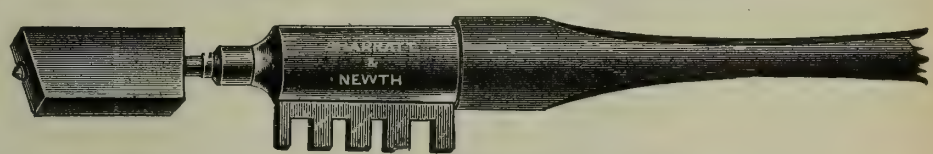
Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

YOU DON'T TAKE COUNTERFEIT MONEY

Let the same principle apply when you buy green, either dry or ground in oil. There is only one

Imperial French Green

that is genuine. Made since 1863 by

JOHN LUCAS & CO.

New York Philadelphia Chicago

THE AMERICAN HARDWARE STORE
IS A
PRACTICAL CHRISTMAS GIFT

From the Merchant to His Clerk

Everyone appreciates a book, but when it is one filled with valuable information and instructions relating to his work and vocation, the gift is doubly appreciated. Inasmuch as this work educates the clerk in regard to Store Equipment and Store Management—in fact, gives him information that he could not obtain in years of experience—he is infinitely more valuable to his employer. Consequently YOU SHARE in the BENEFIT derived from $3 so wisely invested.

Each of the 62 Chapters in this book deals exhaustively with such subjects as General Arrangement, Office Shelving, Counters, Show Windows, Signs in the Store, Farm and Garden Tools, Paints, and 55 other subjects of equal importance.

To present a young man with a copy of this book is to help him to succeed—to make him capable of doing BETTER and QUICKER work. The possibility of receiving it is an incentive to him, while the reading of it makes him take a keener and more intelligent interest in the store and its appearance—he will thus aid in INCREASING YOUR BUSINESS.

Take advantage of our Christmas suggestion and

ORDER AT ONCE

Price $3.00 Postpaid—Orders payable in advance.

MACLEAN PUBLISHING COMPANY, Technical Book Dept., **10 Front St. E., Toronto**

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

Three Points of Economy

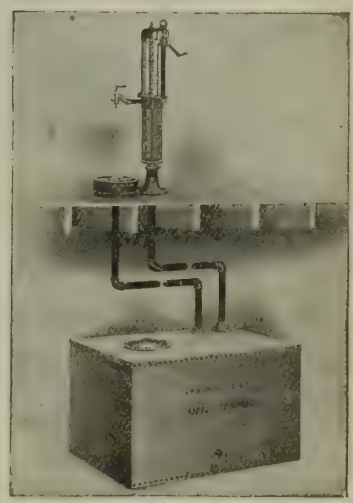
You can reduce the running expenses of your business in three different ways by storing your oils in

Bowser Self-Measuring Oil Tanks

The Bowser lowers your oil bill by stopping all losses and waste

It reduces the labor cost by making the oils easier to sell and to care for.

It lowers your insurance rate by reducing the fire hazard.



Cut 15—Cellar Outfit for Heavy Oils

Catalogue V describes the Bowser Outfits for all oils from the lightest to the stickiest. Sent for the asking.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English **For all** Varnish **Purposes**

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE **Imperial French Green** of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED **English Varnishes** of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

The Roofing House of Canada.

Leading lines of reliable goods.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

December 13, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb.	0 12	0 12½
Hallett'	0 12	0 12½

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	8 75
" " 2 "	9 00	9 10
" " 2½ "	10 50	12 00
" " 3 "	12 00	13 50
" " 3½ "	15 00	16 70
" " 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot	14 00	15 00
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz.		25 00
Plain, 16 oz., 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 95	3 80	3 95	....
22-24 ..	4 20	4 05	4 00	4 05
26	4 45	4 30	4 40	4 30
28	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron	21 50	22 50
Middlesboro, No. 3 pig iron	20 50	21 50
Summerlee, "	24 50	25 50
" soft "	24 00	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 50
Glengarnock, No. 1	....	25 00
Midland, Londonderry and Hamilton	....	23 00
Deseronto No 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron	30 00	31 00
Lowmoor iron	....	6 50
Angles	....	2 65
Common bar, per 100 lb.	2 15	2 30
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.	....	2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel	...	0 12
Mining cast steel	....	0 08
Warranted cast steel	....	0 14
Annealed cast steel	....	0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 $32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 50
IX, 14 x 20 "	....	8 00
IXX, 14 x 20 base	....	9 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued. Per box.

I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin	....	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge	....	8 50
" " 26 "	....	9 00

LEAD.

Imported Pig, per 100 lb.	4 25	4 50
Bar, "	4 50	4 75
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 75
Domestic	5 25	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

25 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10
Heavy red brass	0 11	0 10
" yellow brass	0 08	0 08½
Light brass	0 06	0 06
Tea lead	0 03½	0 02¼
Heavy lead	0 03	0 02¾
Scrap zinc	0 03	0 03
No. 1 scrap iron	12 00	10 00
" 2 wrought "	....	5 50
Machinery cast scrap	15 00	15 00
Stove plate	12 00	13 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 45 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " "	1 90
No 7 Fuller's "	2 25
No. 4½, " "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $5; Extra heavy, $7 75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

6x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 5 p.c. off.
Lead waste, 5 p.c. off.
Caulking lead, 5¾c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized	
¼ inch	2 58	¼ inch	3 41
⅜ "	2 58	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 24
Wiping	0 21	0 22

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06¼
Green copperas (green vitrol)	0 01
Sugar of lead	0 08
Lump olive	0 01¾

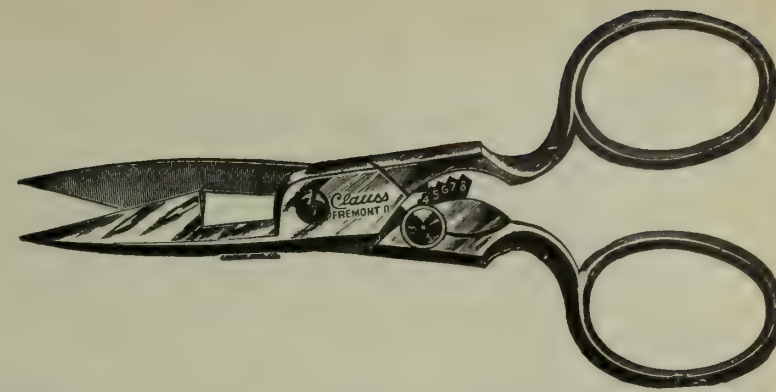
COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 10
French "	"	....	0 08
Marine black	"	....	0 04
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for directions.



The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels		0 24½
25-lb. drums		0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
" British Navy deck		1 50
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" " Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 55
Fine orange	2 35
Medium orange, No. 1	2 15

TURPENTINE AND OIL.

Prime white petroleum per gal		0 14
Water white "		0 1 ½
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 70	0 70
Linseed Oil, " raw	0 59	0 60
" " boiled	0 62	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	7 00
No. 1 Canadian	6 75
Munro's Select Flake White	7 25
Elephant and Decorators' Pure	7 25
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 25
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 15
Genuine, 100 lb. kegs, "	6 40
No. 1, 560 lb. casks, per cwt	6 00
No. 1, 100 lb. kegs, per cwt	6 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 4 cents.
Pine tar, half pint tins, 8 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells | 5 50 | 8 00
American, house bells, per lb. | 0 35 | 0 40
Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 0	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
" " 5-in., "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 75
over 12 in. " 3 75
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5. $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 10 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 05
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWEARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill.................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. ⁵ 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler s ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect................ 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each.................. 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail..............	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ¾ " .... " 10 00
" " ⅞ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¼
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..................... .... 0 13½
Berg's, per lb........................ 0 12½
Brook's....................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise..................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.......	55 and 5
Bolt Ends......................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	4 00	3 55
3d..........................	3 15	3 25
4 and 5d....................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d..................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges....................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 5 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Wunderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVER-WARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops. 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
sbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary s Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common ......per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging o. papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Beckh's 4 string	3 65	4 70
" 3 "	2 90	3 .0

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHESPINS

Cane's, 5 gross loose, per case 0 57
" 4 " packages, per case 0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	....	1 25
"900" mops	....	1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style........per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz. 9 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 50

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American.11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross	...	7 80
" " "	....	9 60

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09⅝
550 " " manilla	0 10¾
600 " " "	0 12¼
650 " " "	0 13¾

Car lots, ½c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton	20 00	22 00
" under 40 lb.,	"	...	24 00
" 200 lb. and over		....	28 00

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Carriage Mountings Co., Ltd., Toronto

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co, Buffalo, N.Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd, Toronto.
Forsyth Mfg. Co., Buffalo N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine
Consumers Cordage Co., Montreal.

Bolts
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
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Kerr Engine Co., Walkerville Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
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Acme Can Works, Montreal.

Builders' Tools and Supplies
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Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
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North Bros. Mfg. Co., Philadelphia, Pa.
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Carriage Mountings Co., Ltd., Toronto.
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Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
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Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
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Cordage
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Hamilton Cotton Co., Hamilton.

Cork Screws.
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Cow Ties
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Cuspidors
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Cut Glass.
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Cutlery—Razors, Scissors, etc.
Birkett Thos. & Son Co., Ottawa
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Dorken Bros. & Co., Montreal.
Frothingham & Workman Montreal.
Heinisch, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
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Electric Fixtures.
Canadian General Electric Co., Toronto
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Files and Rasps.
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Firearms and Ammunition.
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Fishing Tackle.
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Horse Blankets.
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Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

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Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
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North Bros. Mfg. Co., Philadelphia, Pa.

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Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Ladders.
The Waggoner Ladder Co., London, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lath Dogs.
Armstrong Bros. Tool Co., Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

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Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co. London, Ont.

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Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Lye
Gillett, E. W., & Co., Toronto

Manufacturers' Agents.
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McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

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Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Eadie H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
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Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

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Oakey, John, & Sons, London, Eng.

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White Mop Wringer Co., Fultonville, N.Y.

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Canadian Oil Co., Toronto
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
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Martin-Senour Co., Montreal
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Robertson, Jas., Co., Limited, Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
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Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.
Majestic Polishes, Toronto

Portland Cement.
International Portland Cement Co. Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

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London Printing & Lithographing Co., London, Ont.

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Armstrong Bros. Tool Co., Chicago

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Clauss Shear Co., Toronto.

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Fabien, C. P., Montreal.

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Pease Foundry Co., Toronto.

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Barrett Mfg. Co., New York.
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Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
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Metallic Roofing Co., Toronto.
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Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

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Kemp Mnfg. Co. Toronto.
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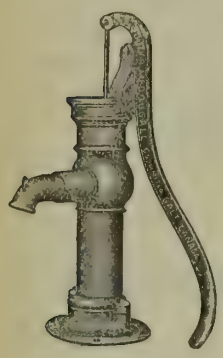

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It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skillfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

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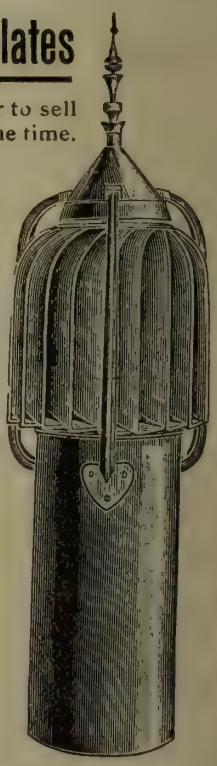

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Montreal, June 7th, 1901
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I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.
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Write for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

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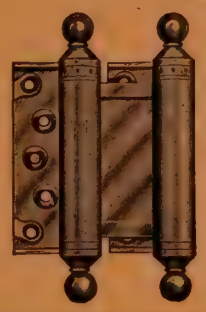
A PRODUCT OF RECOGNIZED SUPERIORITY

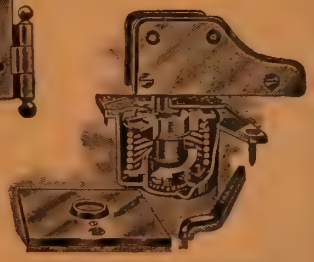
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



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Chicago Spring Butt Company

CHICAGO NEW YORK

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Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

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A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

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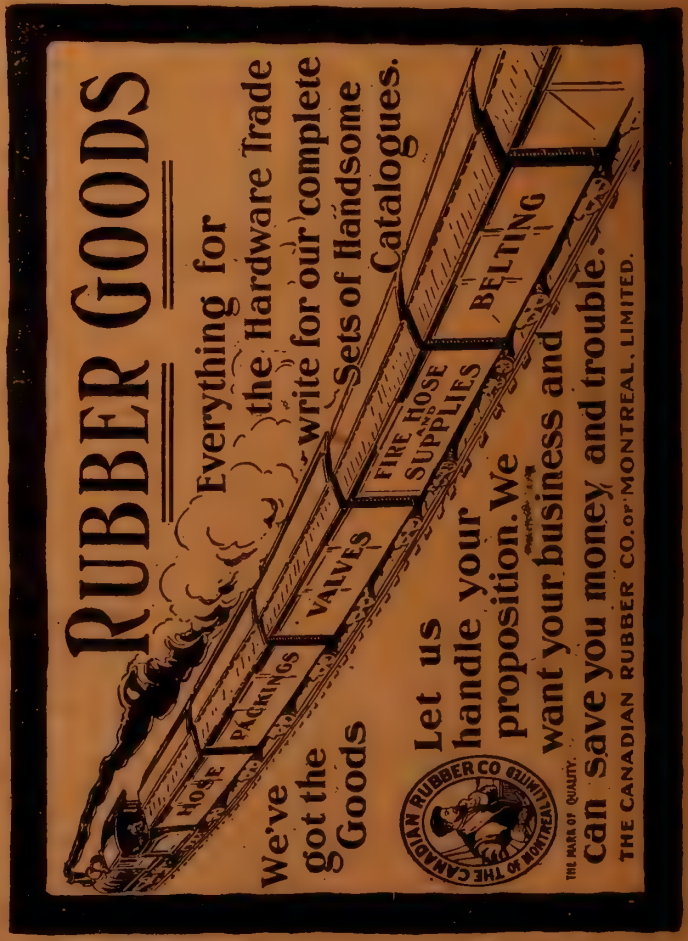

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Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 21, 1907 NO. 51.

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are the only kind worth handling. The dealer who handles the other kind is laying himself open for a heap of trouble. If you want a radiator which is easy to instal, elegant in appearance and entirely satisfactory in operation, write and ask us about

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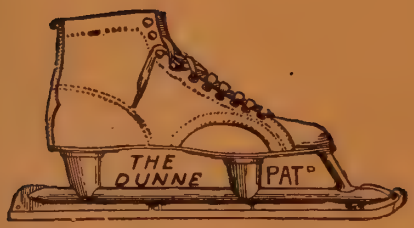

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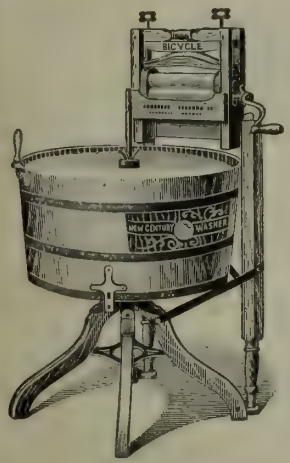

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

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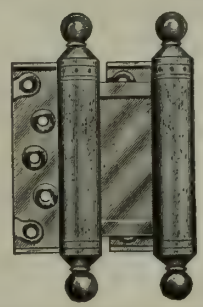
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



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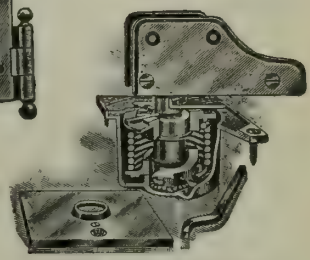

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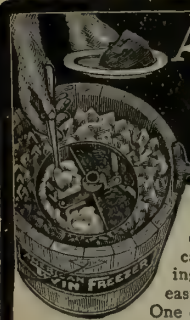
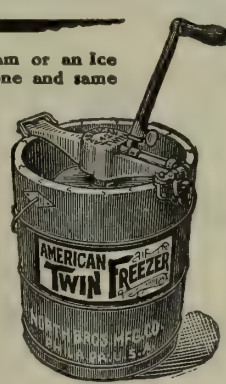
CATALOGUES ON REQUEST

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS

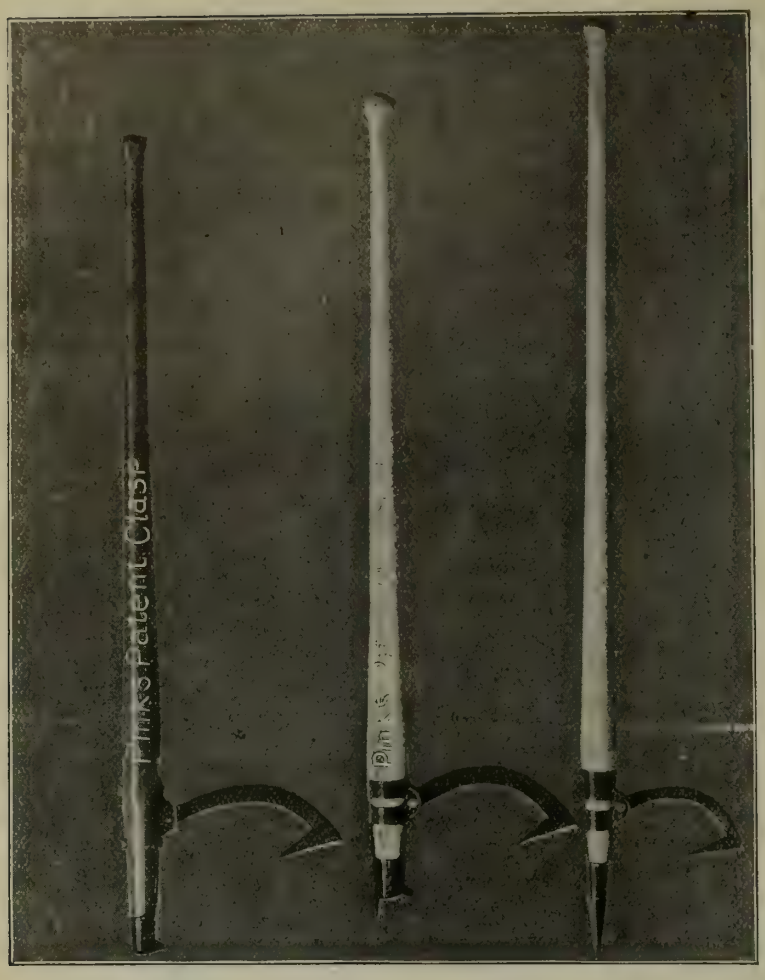
ICE CREAM FREEZERS THAT SELL

THEY ARE	THEY EXCEL IN
Well Advertised	Easy Running
In Demand	Quick Freezing
Easily Sold	Economy
Satisfactory in Use	Convenience
Of Known Reputation	Practical Results

Send for Catalog.

North Bros. Mfg. Co.

Philadelphia, Pa.



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THE STANDARD TOOLS

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We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

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Pembroke, Ont., Canada.

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Black, 3/8", 1/2", 3/4", 1", 1 1/4", 1 1/2", 2"

Galvanized, 1/2", 3/4", 1", 1 1/4"

Prices Right

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MONTREAL, December 21, 1907

TO ALL OUR CUSTOMERS FROM HALIFAX TO VANCOUVER.

Gentlemen,—

We would take this opportunity of thanking you for the many favors you have converted our way both through our salesmen and by mail during the past year, and at the same time convey to one and all our ''Very Best Wishes for Christmas'' and everything good for ''1908 and Succeeding Years.''

Trusting that when our representative calls early in the New Year you will favor him with a list of your requirements both for immediate and Spring shipment, for which we thank you in anticipation and with ''Renewed Wishes.''

We remain,
Yours very truly,
LEWIS BROS., LIMITED.

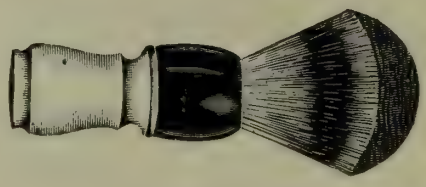
SALES DEPARTMENT :

John R. Anderson	G. N. Gray	A. H. Hart
J. A. Bureau	J. A. Rochette	E. Turbayne
A. O. Campbell	A. Rochette	G. C. Young
H. B. Carbray	H. R. Picketts	L. J. LeClair
J. Craig	B. Saunders	C. L. Devitt
H. H. Clark	W. R. Tait	J. A. Jackson
J. A. Demers	H. H. Valliere	E. N. Cote
Chas. Doddridge	J. C. Watson	G. C. Dufresne
G. W. Dunn	G. M. Marien	

C. M. STRANGE, Sales Manager.

Shaving Soap and Brushes

Traveller's Bar



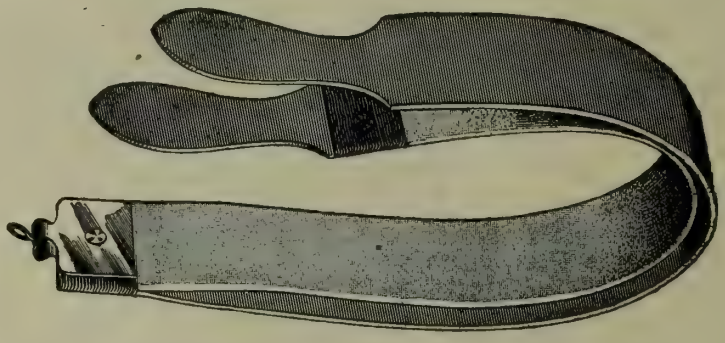
No. 810 Lather Brush

For a full line of Lather Brushes see our general catalogue

Barber's Bar and Quick and Easy

Razor Strops

Combination Single or Double Leather.



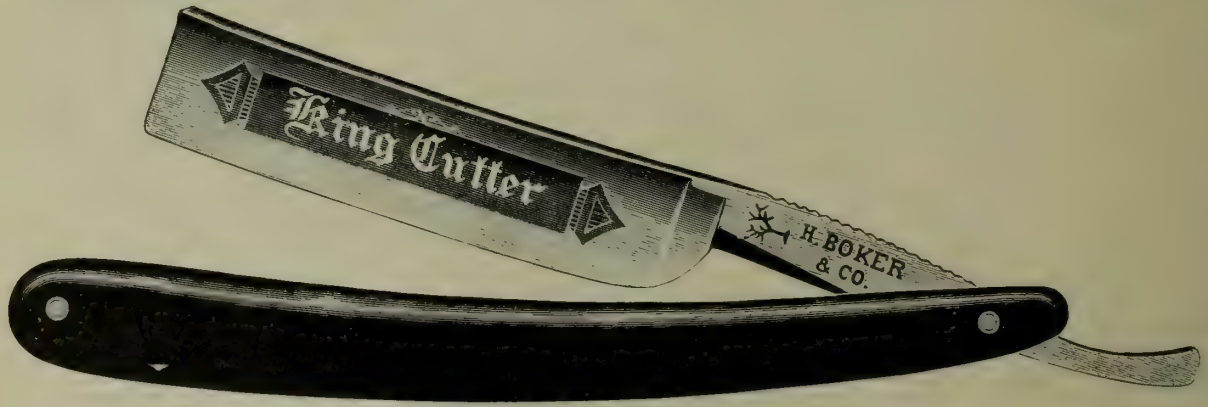
Razor Strops

Leather and Canvas

JOHN ENGSTROM
GENUINE SWEDISH

RAZORS

HINDOO, Our Own Brand
Second to None.



KING CUTTER, the Barber's Standard

FOR SALE BY

Wood, Vallance & Co., Hamilton, Ont.

GEO. D. WOOD & CO., Winnipeg, Man.
WOOD, VALLANCE & LEGGAT, Limited, Vancouver, B.C.
WOOD, VALLANCE HARDWARE CO., Limited, Nelson, B.C.
TORONTO OFFICE, 94 Bay Street

GREETING

A

Merry Christmas

and a

Happy and Prosperous New Year

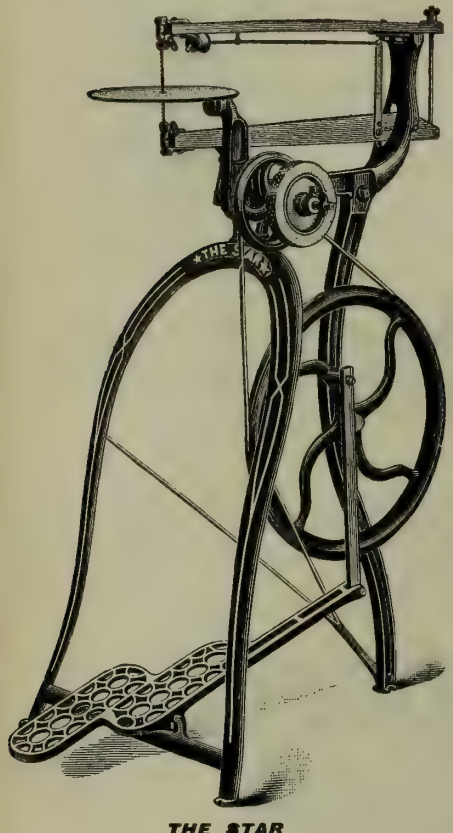
H. S. Howland Sons & Co.
Limited

Wholesale Hardware Merchants

Toronto, - - - Ont.

A CHRISTMAS WISH

Our ears are greeted with silvery bells,
And "Merry Christmas" on the clear air swells,
The season we love so well is here,
And may it usher in a bright New Year.



THE STAR

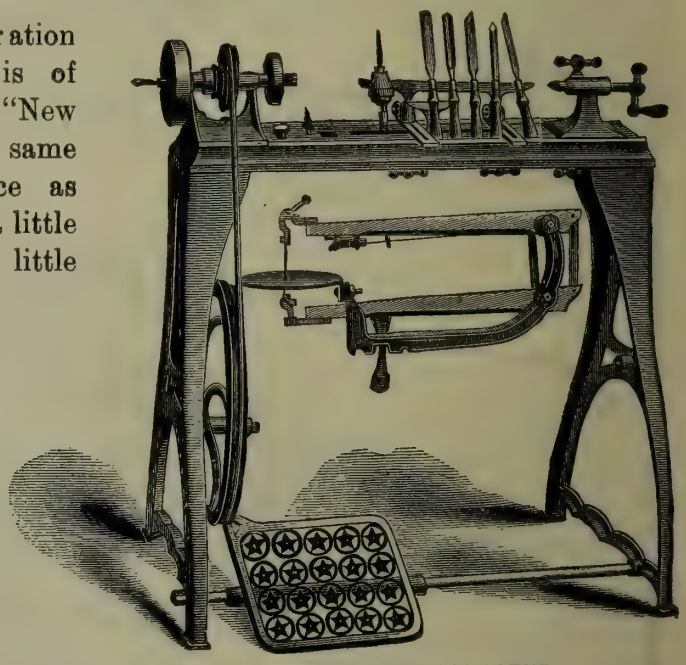
What have You got for a Christmas Gift for a Boy?

Anything better than

Star Scroll Saw?
New Rogers Scroll Saw?
Goodell Lathe and Scroll Saw?

A more suitable present could not be had. With any of them a boy could make many useful and beautiful articles.

The illustration shown herewith is of the "Star." The "New Rogers" is of the same general appearance as the "Star," but a little lighter and a little lower in grade.



THE GOODELL LATHE

The Goodell Lathe

is a combination machine, and can be had as a lathe only, or with scroll saw and circular saw attachments, enabling the execution of a wide range of work.

Ask for Our Prices.

Frothingham & Workman Limited

Wholesale Hardware, Montreal

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork

No. 108—Hay Fork

No. 243—Beet Fork

No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

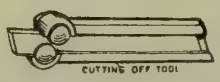
ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

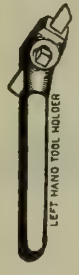
STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

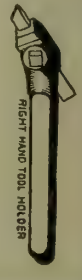
SAVE ALL FORGING, 70% GRINDING



DON'T BE MISLED



into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction coverd by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.



ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

More Light For The Dealer!

Yes, more light is possible for pretty nearly every dealer in this broad Dominion. And that, too, without running up a gas bill. You **know** how important a bright store is? Many dealers have to keep artificial light burning all day in the dark corners of their stores. This great expense can be eliminated by glazing windows with

MAXIMUM LIGHT GLASS

No mystery about it, either. Maximum Light Glass embodies a new **prismatic principle,** and is as far ahead of the old style prismatic glass as a modern battleship is ahead of an old Spanish galleon.

We have a catalogue which contains some interesting things for dealers. A Post Card will bring it to you.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-819
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

DOMESTIC HARDWARE

Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc
Write for Wholesale Illustrated List.
Special attention given to Canadian enquiries.
G. BISHOP, Mary-Ann St., Birmingham

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

THE COLLINS MFG. CO. TORONTO
We are headquarters for stove Pipe Thimbles. We are makers of the Genuine Patent Asbestos Fire Proof Thimble. Ask for our latest improved make, called the "Frigid," **it's a good one.** A good thimble is one of the most important parts of the building. Write us for Catalogue.

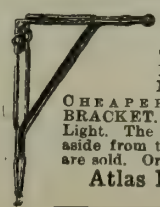
METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

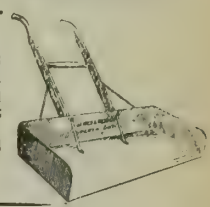
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.

Do the work of 5 men
Skating Rink Scrapers
Dozens in use all over Canada. For particulars and prices, write **JAMES & REID, PERTH, ONT.**
Sole manufacturers and inventors.
Hammered like a saw.



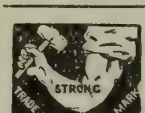
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

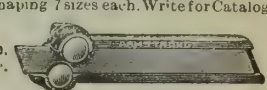
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
136 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S.S." GAS LIGHTING MACHINES.

A Few Points of Superiority based on Comparisons let US tell YOU About the others.

THE "SYLVESTER" LIGHT

Increases the brilliancy 100 per cent.
Decreases the operating cost 50 per cent.
No globes to break or clean.

No mantles dependent on wire or magnesian supports.

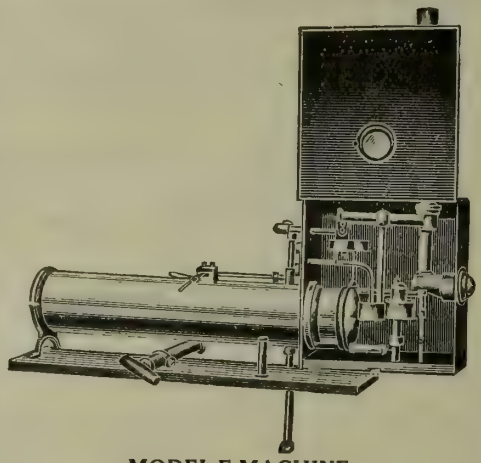
Less heat than an electric arc and gives more light.

No odor from unburned gas or the Products of combustion.

No sound from the light, absolutely noiseless.

No shadows cast, all light thrown down.
No flickering, the only steady light upon the market.

A gas fixture, more ornamental and unique, has never been invented.



MODEL E MACHINE.

The "S.S." Gas Lighting Machine

The only gas machine that runs without pumping under a uniform pressure.

The only gas machine that will successfully operate one gas fixture if desired.

The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline.

The only gas machine with a safety vent and escape pipe.

The only gas machine with an automatic governor.

The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

NOT ONE DROP OF OIL PASSES THROUGH A HOLLOW WIRE.
WE CAN GIVE YOU CHEAPEST INSURANCE.

The "Sylvester" Inside Lights

OUR No. 1 SINGLE ARC
500 Candle Power

OUR No. 2 SINGLE ARC
500 Candle Power

OUR No. 3 SINGLE ARC
500 Candle Power

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

THE SAFETY SUNLIGHT GAS MACHINE

THE LIGHT YOU SHOULD HAVE IF YOU WISH TO SAVE MONEY AND TIME

It is the most modern Lighting System known to-day. It is acknowledged so by experts and the public at large because any person can operate it. You do not need to be an expert because there is no possibility of danger from any source whatever.

This system is well adapted for Commercial Lighting, viz :—Railway Stations, Stores, Halls, Churches, Factories, Warehouses, Hotels and for Laboratories, Cooking, Heating of Tailors' Irons, and whatever gas is commonly used for.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by The Sylvester Manufacturing Co., Limited

Lindsay, Ontario, Canada.

LO! now is come our joyful'st feast!
Let every man be jolly.
Each room with ivy leaves is drest,
And every post with holly.
Now all our neighbors' chimneys smoke,
And Christmas blocks are burning;
Their ovens they with bak't meats choke,
And all their spits are turning.

—Wither : Christmas Carol.

PAY me that thou owest! The one only saying in the Gospel thoroughly engrained in the hearts of men. Pay me that thou owest! This is the message from the manger at Bethlehem of our modern Christmas.

—Richard Jeffries.

HEAP on more wood! The wind is chill;
But let it whistle as it will,
We'll keep our Christmas merry still.

—Sir Walter Scott : Marmion.

TO all we wish a Merry Christmas and a Happy and Prosperous New Year.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouses, MONTREAL. Warehouse at WINNIPEG, CANADA.

Showrooms, TORONTO, 77 York Street.

OTTAWA, Holbrook Chambers. QUEBEC. FRASERVILLE.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling

Two sizes, with wood slats.

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats.

Nos.	30	40	50
Ins.	14x21	17x25½	18x26

The Arrow Can No. 1
One size only.
15x24
With or without cover.

The Regulation No. 4
One size only.
14½x20¾
With six wood side protectors.

Three Sizes.

Nos. 1	2	3
12½x13¼	14x15	15x17

Supplied with bail and back handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust** and **corrosion** from eating out the bottoms.

Descriptive Circular and Prices furnished on application.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg

TRADE MARK
FOR PLATE

Immediate Shipment

If you are in pressing need of WHITE NICKEL or PLATED FLAT WARE, we can make immediate shipments from a special consignment now on hand of

"Alaska" and "Singalese"
Pure White Nickel Spoons and Forks.

Hutton's "H. & S. A1"
Cross Arrow Brand Spoons and Forks.

If your jobber has none of these goods, let us know and we will supply you through him.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT,
Lindsay Bldg.
MONTREAL

TRADE MARK
FOR CUTLERY

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.
MONTREAL, Que.
Toronto, Ont. **St. John, N.B.**

BANNER COLD BLAST LANTERNS

Attractive. Substantial. Made from heavy tin plates. The most up-to-date and reliable lantern on the market. Sold by all prominent Jobbers. Orders solicited through the Jobbing Trade. Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-grade and exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.
51 Yonge St.

Write for Catalogue

TORONTO, ONT.

MY BUSINESS

is to talk each week to hardware merchants, plumbers, clerks, manufacturers and travellers. I find out what they want and then I satisfy those wants.

Sometimes I find a man in Halifax who wants to buy a set of tinner's tools and I may find a purchaser for him in Vancouver.

Frequently hardware merchants buy new show cases and then they want to sell the old ones. Well, no person in their own town wants to buy them and they can't afford to start out on the road, for they can't travel as cheaply as I can. So I find a purchaser for them, it may be in a nearby town or it may be half way across the continent. My charge is the same in each case.

Hardware merchants are always wanting clerks, and clerks are always wanting new positions, and when you know all these people it isn't so hard to introduce them and let them come to terms if they can.

I had some work last week that kept me pretty busy. A hardware merchant in Eastern Ontario wanted to buy some cut nails, so he told me to go into all the hardware stores in Canada and deliver this message :—

ANY hardwaremen having stock of cut nails they wish to dispose of at reduced prices should write at once to box 501 HARDWARE & METAL, Toronto.

Over sixty dealers left their work at once and wrote offering to sell their stock. A number of others seemed to be interested and will probably write later. I charged him half a dollar for my work. Do you think this was too much ?

I am always glad to carry any message no matter what it is. You see, I am a sort of Jack-of-al Trades. I'm an employment bureau and a second-hand store although I sell a good many new articles as well.

I do my work well because I have been going over the ground for over 18 years and know practically every hardware merchant, plumber, stove and tinware dealer in Canada.

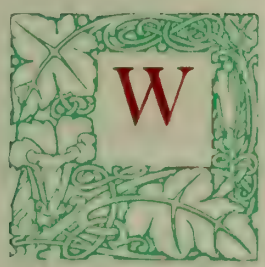
Have you a message to be delivered to any of these people ?

Do you want it delivered quickly ?

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG



WISHING our many friends and customers from the Atlantic to the Pacific a Merry Christmas and a Happy and Prosperous New Year.

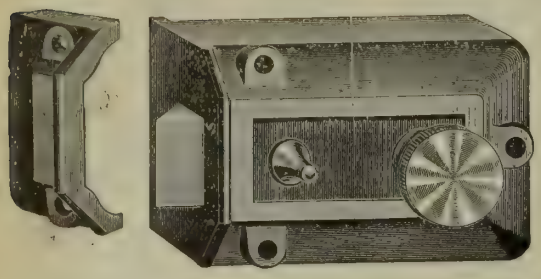
The KEMP MANUFACTURING CO.

Cor. Gerrard and River Streets,
Toronto, Canada

THE KEMP MFG. & METAL CO. Ltd.,
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO., OF MONTREAL
39 St. Antoine St., MONTREAL

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Absolutely The Hardest, Sharpest, Quickest Cutter And Most Economical

That's the

NORTON ALUNDUM GRINDING WHEEL

in a few words

Easily the best and most saleable wheel on the market. Will do more work in a given time, and last longer than any other, and we will prove it. Special inducements for dealers to handle.

THE CANADIAN FAIRBANKS COMPANY LIMITED

MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER

"Rapid" Auger Bits Have the "Guide Point"

The "Guide Point" is an exclusive feature of "Rapid" Auger Bits. It prevents the bit from following the wood grain, thus insuring clean, straight holes. Every hardwareman can make money handling these high-grade tools.

Write for List and Prices

The RAPID TOOL CO., Ltd. - - PETERBOROUGH, ONT.

No. 59 Refrigerator.

REFRIGERATORS

The cut shows our No. 59 Refrigerator. made of solid OAK, finished in Golden Oak or Weathered Oak, is lined with OPALITE GLASS also GENUINE PORCELAIN.

Everything about this Refrigerator is plain but costly, no panels, no square corners, no mouldings, nothing on which a cloth might catch. Our catalog shows an exceedingly handsome and extensive line.

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SCREEN WINDOWS

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New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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MONTREAL TORONTO LIMITED

Manufacturers of

Iron and Steel Wire
Barb Wire
Galvanized Wire
Coiled Spring Fencing
Brass Wire
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Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
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Steel Wire Barrel Hoops

To our customers throughout the Dominion, "from Halifax to Vancouver," we take this medium of extending to all

A VERY MERRY CHRISTMAS

and

A HAPPY AND PROSPEROUS NEW YEAR

"Quality Unsurpassed"

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Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

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Incandescent Petroleum Gas Light

Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

Write for Prospectus.

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STOCKHOLM, SWEDEN

May Yours Be

A Merry Christmas

and

A Happy and Prosperous New Year

is the wish of

The
Aylmer Iron Works Co.
Limited

Manufacturers of Pumps, Scales,
Elevators, Trucks, etc.

AYLMER - - ONTARIO

A Profit-Making Fence

which is also customer-pleasing is a boon to the hardwareman. That combination is found in the

"Dillon" Hinge-Stay Field Fence

It is Economical, Durable and Salable.

Write for descriptive literature.
It costs you nothing.

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OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
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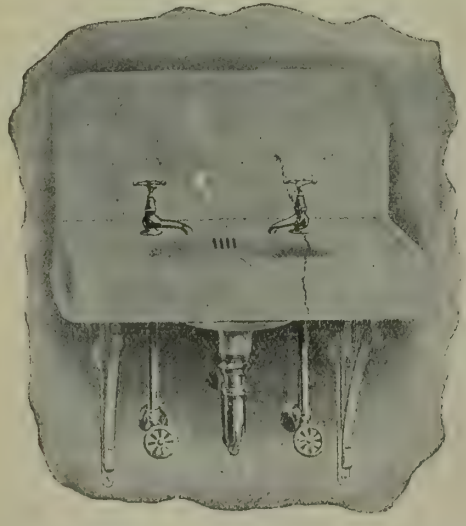
ARCHITECTS, BUILDERS AND PLUMBERS
FREELY ENDORSE

Standard Ideal
Porcelain Enameled Ware



Made in Canada this Ware is the equal of any foreign product of a like nature.

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"Acme" brand

Highest grade of hoisting rope made.
Extra tensile strength for heavy work.

Use Greening's Rope Grease for Lubrication.

THE B. GREENING WIRE CO.
LIMITED

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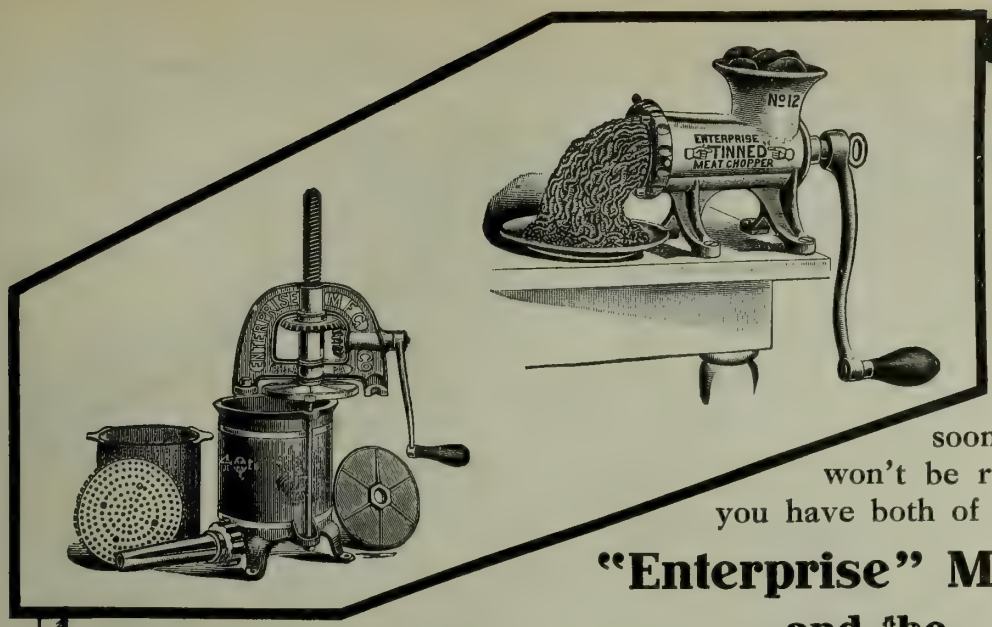

Hurry Up!

Sausage time will soon be here and you won't be ready for it unless you have both of these—the

"Enterprise" Meat Chopper and the "Enterprise" Sausage Stuffer and Lard Press

One chops the meat and the other stuffs the sausages as "easy as can be," in the shortest time with the least effort, and the sausages are as "good as can be."

The *"Enterprise" Sausage Stuffer* has the cylinder bored absolutely true, and has a Patent Corrugated Spout that allows air to escape from the casing as the sausage is stuffed, thus assuring the preservation of the sausage. Take time by the forelock and jog your jobber *now.*

The Enterprise Manufacturing Co. of Pa.
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Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment.

London Rolling Mills
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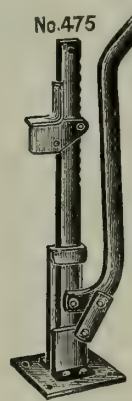

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Cost you ess than other Jacks.
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are profitable articles for you to handle, Mr. Dealer, because of the absolute satisfaction they have given to discriminating purchasers for over 35 years.

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The great care and watchfulness exercised in the various processes of manufacture have gained the confidence of the public, which simply means an increased demand and larger profits to you.

Our Catalog tells about our full line and gives valuable selling points.

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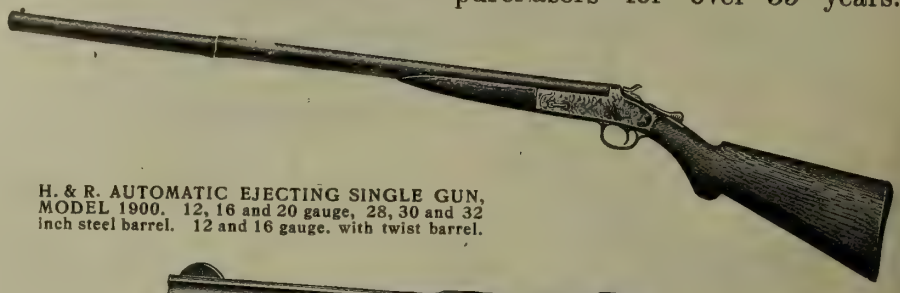

H. & R. AUTOMATIC EJECTING SINGLE GUN, MODEL 1900. 12, 16 and 20 gauge, 28, 30 and 32 inch steel barrel. 12 and 16 gauge, with twist barrel.

H. & R. HAMMERLESS in 32 and 38 calibres, five shot, with independent cylinder stop and automatic ejector. Weight of 32 calibre 3-inch barrel, 13 ounces; 38 calibre, 3¼-inch barrel, 17 ounces. Also made with 4, 5 and 6 inch barrels. Finished in nickel or blue.

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on Jan. 1st, '08. Give it a new Genuine Penberthy Automatic Injector and note results. You can't do a more sensible act, and you make your engineer happy, too.

THEY ALWAYS WORK

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MAKERS OF HIGH GRADE BRASSES.

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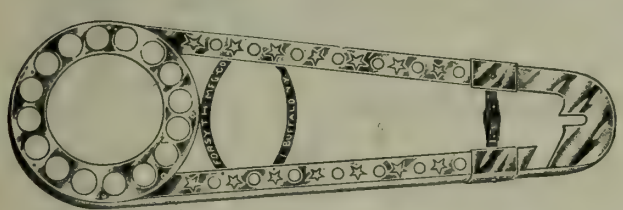
A Better Metal Chain Guard

Just as soon as the trade knew that we were ready to market our improved Metal Chain Guard, our construction department was almost swamped with orders, Shrewd dealers recognized this Guard



as an important constituent of The Wise Buyers' line. The big bicycle boom in Canada should mean lots to you. It will if you secure our catalogue and stock our bicycle accessories.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

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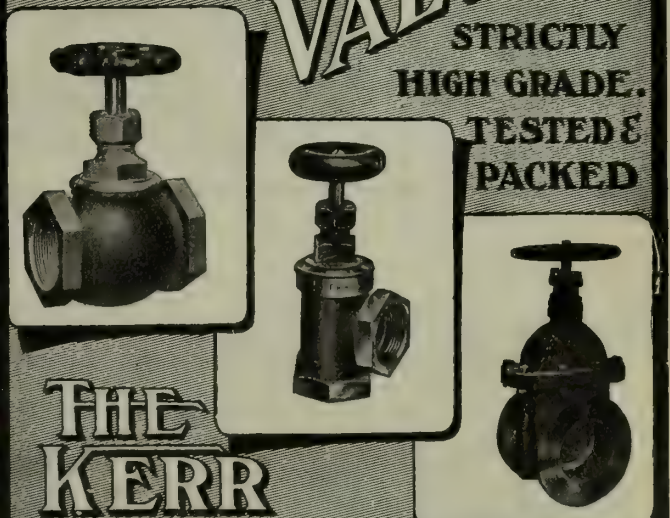
STRICTLY HIGH GRADE. TESTED & PACKED



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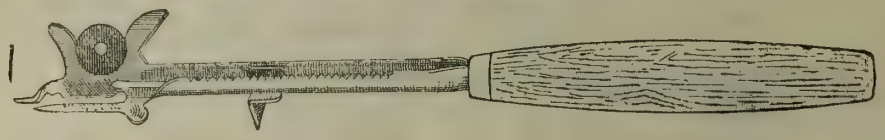

Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

THE CANADIAN CUTLERY CO., LIMITED

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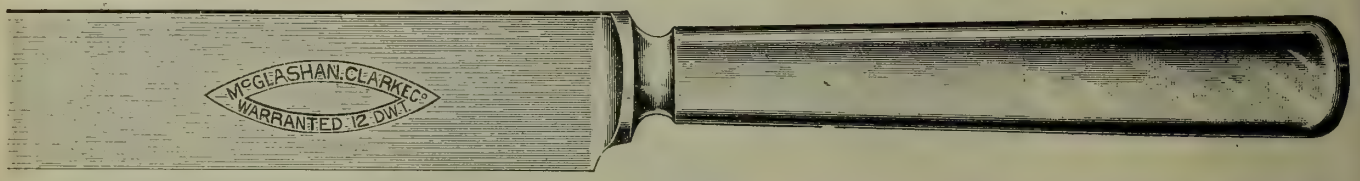
DO YOU HANDLE PLATED WARE?



The hardwaremen who are pushing our goods for Christmas presents are making a lot of money. Are you among them? We want every dealer to handle our Cutlery, Plated Ware and Nickel Silverware, which carry our guarantee for the dealer's protection.

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OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
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There is a big demand during the winter months for these goods.

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Manufactured by

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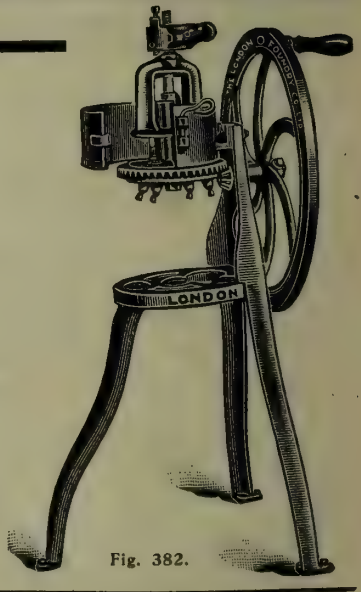
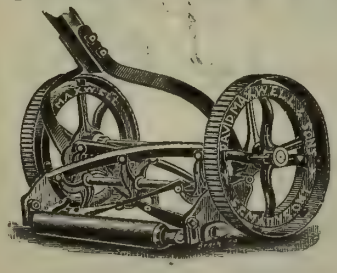


Fig. 382.

MAXWELL LAWN MOWERS



Unsurpassed for Strength

They "stand up" to the work—cut smoothly and evenly—and are the easiest running mowers made.

Maxwell Lawn Mowers will make money for you. Write for prices.

David Maxwell & Sons, St. Mary's, Ont.

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More Business ?

This range has more selling points, more telling arguments, more actual points of genuine merit, than any other stove you ever heard of. Consequently it is easier to sell. Moreover, it stays sold. You never heard of a customer wanting to bring back a "Great Idea" Steel Plate Range. It's a range which doesn't stay long on your floor. Its handsome appearance at once attracts the eye of the intending purchaser. And your selling argument, backed up by the actual and easily demonstrated points of superiority, practically sells the

"Great Idea" Steel Plate Range

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SOME OF ITS MANY GOOD POINTS :

Pan Lift Top—for broiling, or feeding the fire ; **Double Oven Top**—which keeps the heat in the oven ; **Baffle Plates** on bottom of oven, which insure even heating ; **Pouch Feed, Swing Draft Door ; Polished Steel Body ; All Flues Have Three Thicknesses**—steel, asbestos and steel—even below the oven ; **Duplex Grates**—easy to remove ; **Grand Wood Fire Box ; Heavy Cast Back Flue ;** and lots of others.

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Shear making "up-to-date" is found in

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TAILORS' SHEARS,
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Since 1825, and a steady increase in sales due to their superior cutting quality.

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Gilbertson's Sheets
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mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

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See this Lath before buying elsewhere.
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Samples and full particulars mailed free upon request.

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Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

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BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
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If so, we want you to try our "Acorn Quality" line next year. Our first aim is to co-operate with our dealers in every possible way and we know that you will be better satisfied, if you handle our goods exclusively. We make everything in sheet metal building goods

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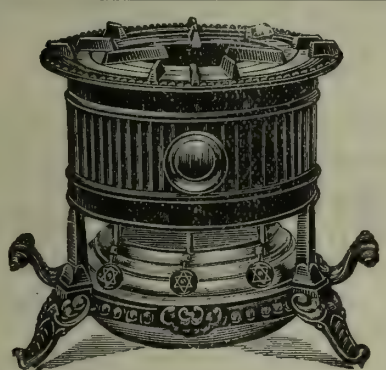

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If you have not yet placed your order for this line, don't put it off any longer but **send in your specification to-day**. It is most important that you get the goods in time, so as to be ready for the season. There is no need to point out the superiority of our line, which is so well-known all over Canada. If you are in doubt what lines to specify, drop us a postal and we shall forward an **attractive booklet** giving you full particulars.

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We Wish Our Many Customers and Friends

A MERRY CHRISTMAS

and a

HAPPY NEW YEAR

May you sell more goods for us and enjoy more profit for yourselves during 1908 than ever before.

The JAMES ROBERTSON CO., LTD., MONTREAL

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SILENT SALESMAN

Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.

MANTELS, GRATES, TILES,

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A White Mop Wringer

is needed in every **home** and **office.**

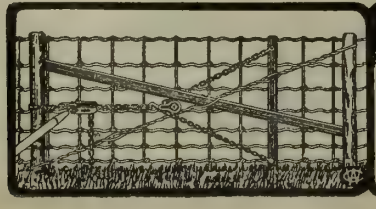
Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

Ask for Catalog.

White Mop Wringer Co.

Fultonville, New York



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Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

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EVERY MAN

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Fire Bricks

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Best in the World

Enamelled Bricks
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Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

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to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

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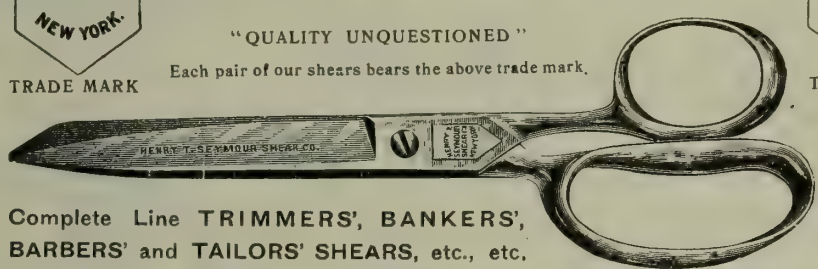

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Capital Paid Up, $1,000,000 — Reserve Fund and Undivided Profits $1,183,713.23

We Wish Our Many Customers and Friends

A

MERRY CHRISTMAS

AND A

HAPPY NEW YEAR

May you sell more goods for us and enjoy more profit for yourselves during 1908 than ever before.

J. N. WARMINGTON, MONTREAL, QUE.

Toronto Office, 43 Scott Street.

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World's Best Cutlery

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JOSEPH RODGERS & SONS, Limited

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as well as the most economical and heat-resisting furnace cement on any market is

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This statement is backed up by our guarantee, and applies to every pound shipped from our warehouse.

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"Diamond" Brand Fittings

have been tried and proven perfectly satisfactory by a very large number of steamfitters. Every hardwareman who handles this leading brand is sure of a brisk and lasting trade. "Diamond" brand Fittings are noted for perfect threading, best material and smooth finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

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Steam Specialties

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

THE SEASON'S GREETINGS

TO

OUR MANY FRIENDS

AND BEST WISHES FOR

A HAPPY CHRISTMAS

AND PROSPEROUS NEW YEAR.

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Gas and Electric Fixtures

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THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

DOMINION

IT HAD TO BE DONE

The output capacity for Dominion Ammunition had to be doubled. A new building 500 feet deep had to be added.

Additional machinery—the finest mechanical construction—had to be obtained.

Sportsmen and riflemen throughout Canada have declared for Dominion Ammunition.

Results are more satisfactory—there is a greater effectiveness and a more absolute certainty in using "DOMINION AMMUNITION" than in using any other.

It is cheaper, too—price for price imported cartridges do not compare with Crown, Imperial or Sovereign Shells—and in metallics the difference is even more in our favor. The saving of a large duty is a very important factor, and it is not only the customer who gets the benefit.

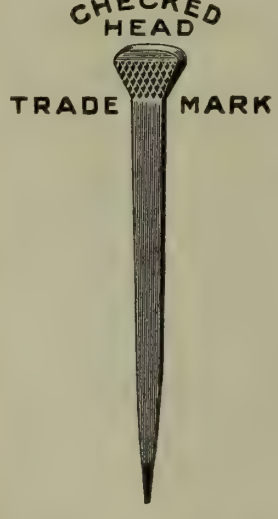
Why not standardize your stock and sell only "Dominion Ammunition?"

We can sell you a load to fit every modern firearm—rifle, pistol or shotgun. Our goods give best possible satisfaction—why then lock up hundreds of dollars in sundry lines of doubtful saleability.

Our salesmanager will gladly explain you. Write us.

Dominion Cartridge Co., Ltd., Montreal

ICY STREETS AND FLAT SHOES



Eight good, hard -working horses were shot in Toronto within the past ten days, and six in Ottawa. Why? Broken legs, through falling on the ice-covered streets.

No, it wouldn't have happened if they had been properly shod.

This is essentially the season when dealers should carry good stocks of

CAPEWELL HORSE NAILS

for filling rush orders.

When horseshoers are working overtime the Capewell nail is a God-send. It can always be depended on, absolutely. The uniformity of the nails is so perfect that they can literally be driven in the dark. The dealer who sells Capewell nails earns the horseshoer's gratitude, as well as his money.

MORE POPULAR THAN EVER

THE CAPEWELL HORSE NAIL CO., Toronto, Ont.

Also at Winnipeg, Man. and Vancouver, B.C.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott. Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee — The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee — W. Stearman, Vancouver H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria

PLAN TO CATCH TRADE.

A merchant in a certain small town in the States has struck a unique way of "coming back" on the retail catalogue houses. The plan is especially interesting because it enables the merchant to give the mail-order houses a good hard "knock" without coming out as their opponent or making any reference to them.

This merchant was for a long time very much annoyed by the large amount of trade going to the mail-order houses. He tried different ways of fighting this form of competition, with indifferent success. Finally, he thought of an altogether new plan.

He decided to print a large number of circulars the first of each month announcing special bargains for that month. These circulars he would distribute among all the farmers for miles around, as well as among the townspeople.

There was nothing new so far about the plan. But when he selected his bargains, he took them from the mail order firm's catalogue. He copied word for word the description in his circular. Then he got a cut that resembled the illustration in the catalogue as much as possible, and used it in his circular. Then he put a price on the article that was a little lower than the one quoted by the mail-order concern. He advertised several articles this way each month, using the catalogue's language in describing them, and similar cuts in illustrating them. His circulars looked like a few leaves torn out of the catalogue. This was what he wanted.

There was no reference whatever made to the mail-order house. All the announcement that it carried was that, "These are our bargains for the next month." It did not tell the reader to compare them with catalogue-house prices. On the subject of mail-order concerns it was as mum as a tombstone.

The Result.

What was the result? In the course of a few days after the first circulars were distributed a farmer came into the store and bought one of the articles advertised. After paying for it he drew the merchant aside and said in a low tone, "Say, I didn't know that you sold stuff cheaper than ————."

That was just what the merchant had been waiting for, and he proceeded to tell Mr. Farmer that there were a lot of things in his store that the farmer didn't know much about. In a pleasant way he then told the tiller of the soil that when he wanted to buy things right he should come to him before sending his money out of town.

The effect of the circular was to make the farmers "sit up and take notice" of the local dealer. Also, to make many of them tell him, "on the quiet," what the first one had done. The circulars did the work it was intended they should do.

They were compared with the catalogue of the mail-order concern. It was found that both described the same article in exactly the same language, but that the dealer's price was the lower. The farmers probably wondered how the two articles happened to be so nearly alike, and they perhaps came to the conclusion that the articles were bought at the same place.

PARCELS POST AGAIN.

The Toronto Daily Star, the chief organ of the mail order interests desirous of securing a C.O.D. parcels post system in Canada, keeps up a steady agitation for that project. An editorial this week opposes the establishment of a rural mail delivery, but argues in favor of a parcels post system which it endeavors to show would be in the interest of the farmers.

According to the Star the farmers would be able to (1) market their produce by parcels post receiving higher prices for their goods and (2) to purchase their supplies cheaper from the big city stores than they can from their nearby merchant.

Country newspaper editors should not allow the farmers to be gulled by such talk and retailers should see to it that the editors of their local newspapers are supplied with correct information so that the subject can be discussed intelligently and the farmers made to realize that the mail order houses and the large city newspapers are the only ones who would gain as a result of the establishment of a parcels post system. During the next few weeks articles will be published on this page clearly showing that:

1. Newspaper publishers, merchants and property owners in the smaller towns and cities as well as owners of farm property will be direct losers by the establishment of a parcels post C.O.D. system.

2. Farmers will not gain either as sellers of farm products or as buyers of merchandise by the establishment of such a system.

3. That the advocacy of the proposed system is solely in the interests of the city departmentals and the widely circulated metropolitan daily newspapers owned or controlled by the mail order house millionaires.

Watch for the articles on this subject in future issues and pass the matter on to the publishers of the local newspapers in which your store advertising appears.

NEW MOVE IN PRICE-MAINTENANCE.

The Ironmonger (London) says: Manufacturers are gradually discovering the fallacy of the old idea that price-cutting helps the sale of their goods, experience showing that the practice often has the opposite effect. An instance of this change of opinion upon a subject in which ironmongers are keenly interested is furnished by the recent action of an American firm, the Stanley Rule & Level Co., whose planes and other goods have a large sale in this country. For a long period the Stanley specialties have been so freely cut by importers and merchants that some of the best firms threatened to discontinue handling them, with the result that the makers, becoming alarmed at the probable loss of reliable distributors, have come to an arrangement to secure uniform prices at which the tools shall be sold to the retail trade. The whole of the British customers of the Stanley Rule & Level Co. have acquiesced in the arrangement, and although the company have not followed the plan of some of the English manufacturers in endorsing a price-maintenance condition on their invoices which shall have the force of a legal agreement, full confidence is felt in the understanding being carried out. Customers have promised to make no deviation from the terms agreed upon without first notifying the firm. This is a form of price-maintenance which, it will be seen, differs from that for which associated ironmongers are contending in the fact that it is being carried out in the interests of factors and not for the benefit of the retail trade directly.

In most of the large buildings now being constructed the electrical wires are enclosed in iron conduits, thus preventing any danger of fire. A workman cannot, in driving a nail, establish a short circuit in the wires under the floors or concealed within the walls, and although the cost is increased by the use of conduits, it is but a small insurance to pay for the removal of the chances of fire that must always be attendant with the exposed wires.

Publicity and Selling Displays

An ice palace mechanieal window constructed by a Montrealer brings big results for Boston store—Average retailer must rely upon displays made to sell goods, though windows with life draw crowds and sell goods.

Hardwaremen in Canada are paying increasing attention to window display and young clerks in various districts are winning splendid local reputations for ingenuity and progressiveness by the modern displays shown in their store windows.

In Halifax, for instance, one hardwareman has been advertising that his window display artist was preparing something of particular interest for Christmas week, the newspaper publicity being intended to excite interest in the display to be made, reliance being placed on the people being attracted to the store by the special mechanical "publicity" window and their being invited inside by the practical "selling" window of price tagged holiday gift articles shown in the accompanying window.

While the average hardwareman cannot hope to do things on as elaborate a scale as the large city hardwareman, he can at least prepare some special mechanical display of a simple nature to attract the attention of possible customers in his town or district.

The merchant who annually appropriates a sum of money for window advertising is the one who is going to increase his trade. It will be wise to encourage a rivalry amongst the clerks in order to discover (1) which clerk can dress the best window, and (2) which kind of a display brings the best results.

Time must be given for the work. The fine holiday window being shown by Rice, Lewis & Son, Toronto, this week, took fifteen hours to put together, but results will amply pay for the effort.

Money must be spent for lights. The old English idea of drawing the blinds at night is as foolish as it would be to lock the front door during the afternoons. The slight expense of keeping the window lighted in the evenings will come back many times over if price tags are attached to the goods shown.

Outlays for mechanical figures are also necessary as well as for connections to water taps or electric motors for power. A fishing scene with running water, a hockey scene with moving skaters or a snow sledding moving display can be rigged up by clerks of a mechanical turn of mind, if they are given the necessary time and permission to spend a couple of dollars.

In Hardware and Metal many such displays have been described with a view to suggesting ideas for other window trimmers to follow. Each dealer or clerk must suit their displays to the possibilities of their own windows but they must remember that their possibilities for results are as great as the window trimmers in the large cities, the competition in this branch of advertising being not nearly so great.

ICE CARNIVAL WINDOW.

A most notable achievement, as a show window attraction, was accomplished last Christmas by J. R. Patton, for a Boston store. The subject chosen was a winter carnival in Montreal, where winter recreations are probably more thoroughly enjoyed than anywhere else in the world and where young and old join hands in equal enthusiasm over the sport. Mr. Patton has lived in Montreal and was thoroughly familiar with his subject before proceeding.

Example of a "Publicity" Window Portraying a Montreal Ice Carnival Scene.

Every one of the miniature brass figures had its own mechanism, according to the Merchants' Record and Show Window. The miniature skaters, with a natural swing of the body from right to left, would lift one foot and then the other, in long, curved strokes; others, snowshoeing up the side of a hill, with perfect knee action and natural lift of the foot, nothing but real life could imitate; and the skeeing figures also were perfect. On the opposite hill Mr. Patton

represented a typical toboggan slide in operation; miniature toboggans, some carrying one, some two, glided down the slide in true Montreal fashion, and returning each tobogganist walked back up the hill, dragging his toboggan after him. The knee and body action of these figures also were particularly good. Then last, but not least, was the driveway, where were figures, dressed as one would see men and women any winter's day in Montreal, with their fur coats and wedge fur caps. The horses were covered with natural hair and had perfect step.

Mr. Patton, in the setting of this scene, did not attempt to carry out any particular location about Montreal, but rather, represent all the elements of the winter sports, centred, and, bringing in the world famous ice palace, produce one harmonious group. The size of figures used in this display were about five inches, and each wore the customary cream ground, striped edge, blanket suit, with cape shawl and belt.

That this display was one of the best things ever seen in the east was demonstrated each day by the crowds. People from all over the city and suburban towns made special trips to see it.

TIDY STORE AT STRATHCONA.

A glance at the accompanying illustration of the store of the McCoombs Hardware Co., Strathcona, Alberta, will show that for a narrow store, where floor space is at a premium, full advantage has been taken of the possibilities and a decidedly neat and tidy store interior arranged. The shelving and boxes have been well installed and the silent salesmen and counter are taken full advantage of from the standpoints of display, storage of nails, etc., as well as for the purposes of salesmanship. The display of enamelware, which in a great many country stores shows an untidy appearance, is in this store very neatly arranged. On the whole, the store has a cleanly appearance, inviting to the lady customer, and a model for the advantage taken of the space available.

Mr. Somersall, of this firm, was for several years in business at Carman, Man., afterwards removing to Sunny Alberta to become purchasing agent for W. E. Ross at Strathcona. During the past year he has associated himself with the McCoombs Hardware Co., and is helping to build up this business as one of the most progressive in the province.

To A. G. Low, traveling representative of the Thomas Davidson Mfg. Co., Ltd., Winnipeg, Hardware and Metal is indebted for the photograph.

ELECTRICAL NOVELTIES AS PRESENTS.

A study of various electrical supply windows shows how largely electricity has entered into the domain of novelty land, and what useful as well as ornamental presents have been the results thereof. Year by year experts have widened the range of these specialties until it would seem impossible for the ingenuity of man to devise anything further. And yet there is no cessation to the output. Novelty follows novelty, the useful article the toy, the unserviceable the serviceable, and so on ad. infinitum. Electricity lends itself admirably to the origination of those specialties that apart from possessing the charm of being out of the common, are especially adapted for presents. The difficulty besetting those who have run the gamut of the hackneyed lines of presents can be overcome by turning to the electrical novelties that now offer such a wide range for buying.

Take for instance electric candles. Fashioned like an ordinary white candle in etruscan effect, with a small bulb taking the place of the lighted wick, and mounted on an antique candlestick and base, these articles make especially fine table decorations, as well as being extremely useful in the house. Then again there is the electric light clock. A fancy lamp placed in front of the dial produces light at any desired moment, either for reading the time, or as a flashlight at night. Those who have groped in the dark for a match, or traversed the room to find the switch, will realize the advantage of having one of these articles close at hand. They are accurate timekeepers and, finished in neat design, make acceptable presents, the cost of which is far from being excessive. The electric house lamp, likewise, which with careful usage will last for some months before requiring a renewal of battery, is exceedingly useful, will not only float on water but will run at a good speed, electric street railways with the current running through the rails, locomotives with numerous carriages.

A novelty on the Canadian market is the Geissler tubes, from which most beautiful color effects can be obtained. These tubes are filled with various gases forced in after a vacuum has been obtained, and the glass, which itself contains florescent salts, is made luminous as soon as a high tension current flows through. Every tube has a different pattern and combination of colors, and using a number for decorative purposes a wonderful effect can be obtained. The smallest spark coil will operate the largest tube.

A specialty which is commanding increasing sale is the electric lighting effect for the Christmas tree. By this apparatus the old danger of fire from the little candles which in precarious positions were used to illuminate the tinsel decorations, is entirely done away with. Varying numbers of small colored lamps of 1½ to 2 candle power, connected with silk cords, and easily affixed to a battery or electric light fixture, can be obtained. The outfit is enclosed in a box and can thus be easily and safely stored and in addition there is no danger from explosion, no heat, and no smoke. Another novelty for those who through necessity of profession may have occasionally to do writing where there is no light, is an electrical illuminant for the finger. The light is attached to the writing hand and is connected with a battery that can be easily carried.

Interior of McCoomb's Hardware Store at Strathcona, Alberta.

An acceptable present for the menfolk is the portable cigar lighter, useful in any room where smoking is permitted, saving the unwarranted use of the furniture as match strikers, a fact which will appeal to the careful housewife. Neatly finished, it is one of the most useful articles on the market. The pocket light, the tubular flashlight, the flaming pocket lighter, the range lighter, are all novelties which must commend themselves to the practical giver of presents.

Santa Claus, who now, in these progressive days, drives about in his automobile, can depart from the old-time style of clockwork toys, and can delight every lad with mechanical models, such as power hammers driven by small motors, workshop outfits, steamships that from one year to another. This minimizing of the danger of the Christmas tree will relieve the anxiety of all those giving children's parties, and add enjoyment to the event.

The great progress made in the electrical world in the past decade or so is no better exemplified than in the constant perfection of the forms and types of lamps placed upon the market. New lamps for old is the insistent cry, and each fresh type seems to go one better in efficiency and in durability. It is impossible to predict with any degree of accuracy what the lamp of the future will be like, and what the range of its powers. A new electrical lamp called the Tantalum is shortly to be placed upon the market. That its powers are highly rated can be seen from the fact that the makers guarantee the efficiency of the lamp as being 50 per cent. over its competitors, while at the same time they guarantee the life of the patent as one of 800 hours, and if it so happens that the lamp burns out before, will give renewals free. The feature of the lamp is the new type of filament.

DOMINION TRAVELERS MEET

Thirty-third Annual Gathering of Commercial Men's Association in Montreal —Election of Officers and Resume of Business Transacted.

The 33rd annual meeting of the Dominion Commercial Travelers' Association was held in the Fraser Hall, Montreal, on Saturday, E. D. Marceau, the retiring president, occupying the chair. Great interest had been taken in the voting for the officers for the coming year, and the scrutineers' report was read amid considerable excitement. From this it was apparent that W. J. Egan, with Arthur & Co., dry goods, Montreal and Glasgow, had been elected president; Samuel J. Mathewson, of Mathewson's Sons, wholesale grocers, Montreal, vice-president; and the following elected directors: L. W. Anderson, with Greenshields, wholesale dry goods, Montreal; J. A. Dawson, with Lyman-Knox, wholesale druggists, Montreal; E. Duckett, with A. McDougall & Co., woolens, Montreal; H. Glassford, Standard Automatic Fire Sprinkler Co., Montreal; S. D. Stewart, on the staff of Hudon, Hebert & Co., Montreal, as special representative of H. J. Heinz, pickles.

Annual Report.

The annual report showed a very flourishing state of affairs in the organization. In spite of the heavy death rate the capital of the association had been increased, and the finances were in very satisfactory condition.

E. D. Marceau submitted the report of the board of management for the fiscal year ended December 6, in which it was stated:

"For the year now closed, we find as per treasurer's statement, the total amount of cash received on revenue account to be $72,093 to which has to be added accrued interest, $453; overdue interest on mortgages, $702, and certificates sold in advance at 6th December, 1906, for 1907, $4,050; making the total revenue for the year $77,299, which is $5,721 in excess of last year. Five thousand two hundred and forty-five dollars has been paid for working expenses and $10.283 added to capital account.

"The membership continues to show a steady increase. The number of new applications accepted during the year was 994, and deducting those who lapsed, we have a net gain of 409 for the year, making our present membership 6,093. The sum of $63,250 has been paid the beneficiaries of deceased members, who number 64 for the year, five of which were provided for in last year's statement. While this may not be considered abnormal, the amount paid in benefits exceeds that of any former year. We enter the new year with three death claims to carry over, provision for which is made in the treasurer's statement.

"Owing to the stringency of the money market, we have been enabled to renew at a higher rate of interest all overdue mortgages, which will enhance our revenue account by over $700. Three matured loans, amounting to $22,000, have been realized, and four new loans made, aggregating $35,000, all of which has been invested in first mortgages on real estate."

"We are pleased to state that the tax formerly imposed by British Columbia and Province of Quebec on commercial travelers from sister provinces has now been done away with, leaving Prince Edward Island the only province which still continues to exact this obnoxious license."

Amendments to Constitution.

After considerable discussion a motion by S. Woods to add an amendment to the constitution was submitted to the consideration of a committee, to the effect that a member who had reached the age of sixty-five years and whose mortuary benefit certificate had reached the maximum amount of $1,200, might be kept in good standing by the association, at his written request, charging his annual fee against his benefit. Two notices of motion on a similar subject were also submitted to the same committee.

A Pension Fund Scheme.

On the suggestion of the Commercial Travelers' Club, of the St. Hyacinthe district, it was decided, E. Duckett moving and Mr. Cavana seconding, "that the board of directors for the ensuing year be a committee to study the advisability of creating a pension fund, and that they be authorized, if necessary, to appropriate from the funds of the association a sum, to be used towards securing the services of actuaries or experts in insurance, who could sketch the different modes by which a pension or annuity fund could be created on a practical and solid basis, and that the committee report at the quarterly November meeting, after the actuaries work is completed."

W. J. EGAN.
President-Elect.

A resolution was adopted to co-operate with sister organizations in again asking the Dominion Government to change Thanksgiving Day from Thursday to Monday.

It was also decided that whereas, at the time the provinces were asking an increased subsidy from the Dominion Government, it was practically agreed that if the subsidy was allowed the tax on commercial travelers would be repealed, and all had carried this out except Prince Edward Island, it be respectfully urged upon the Dominion Government not to pay the increase in subsidy to that province until such time as the commercial travelers' tax was repealed.

A copy of the resolution will be sent to the Dominion Government and to the Legislature of Prince Edward Island.

The detailed votes cast in the elections were as follows .: For president, Egan 1,384, Wilkins 1,350, Mann 592; for vice-president, Mathewson 1,674, Giles 1,541; for five directors, Anderson 2,002, Dawson 1,744, Duckett 1,689, Glassford 1,514, Stewart 1,495. Remaining votes: Picard 1,449, LeMaistre 1,390, Thibault 840, Petrie 669.

The Mutual Benefit Society.

The twenty-second annual meeting of the Dominion Commercial Travelers' Mutual Benefit Society took place in the parent association rooms, Board of Trade building.

The president, J. S. N. Dougall, was in the chair. The annual report was presented and received with unanimous approval. During the year $19,000 was paid out to the beneficiaries of deceased members, leaving a reserve of $11,770.50.

New members to the number of 187 were added to the roll during the year, making the present membership now the largest in the history of the society.

W. J. Egan, the newly elected president, is a Canadian by birth. He was educated in Montreal and acquired a general knowledge of the wholesale dry goods business with Hodgson, Sumner & Co., Montreal. Mr. Egan started traveling with this firm, and has since handled samples for Gault Bros. Co., Montreal, the W. R. Brock Co., Montreal, and is now representing in Canada Arthur & Co., Glasgow.

Mr. Egan has been fourteen years a member of the association, six of which he served as a director, and one year as vice-president, elected by acclamation. He has a record of being particularly careful as to any amendments to the constitution and has always been a hard worker in the interests of commercial men and the association. This has been duly recognized by his election to the highest office in their gift.

The annual dinner of the association will be held on Monday, 23rd inst., at the Windsor Hotel, Montreal.

MARITIME TRAVELERS' ELECTIONS.

At the annual meeting of the Maritime Commercial Travelers' Association held in Halifax last week, Harry E. Pyke, grocery traveler, was elected president. The association now has a membership of 846, and its total resources amount to $42,858.40. The various reports for the past year were presented and proved highly satisfactory. The membership has been increased from 781 for 1907, to 816 for 1908, of which 475 are registered at Halifax, and 341 at St. John.

HARDWARE TRADE GOSSIP

Ontario.

The stove store of W. D. Stinson's at Omemee, Ont., was damaged by fire this week.

Arch. MacFarlane, manufacturers' agent, Montreal, called on the trade in Toronto this week.

The hardware store at Wheatley, Ont., conducted by Doblyn Bros., was damaged by fire this week.

E. C. Atkins & Co., have moved their Toronto office to Hamilton, where their Canadian factory is now situated.

J. H. Bishop, Wingham, has disposed of his stock of hardware and has retired from business. Mr. Hill, Cannington, will conduct the business in future.

The hardware store of Padget & Hay, Unionville, was entered by burglars one night this week. Booty to the amount of about $50 was taken, and though a search, led by four detectives, was organized, the thieves made their escape.

D. Morrison, of Rice Lewis & Son, Toronto, one of last year's Toronto directors of the Commercial Travelers' Association of Canada, has resigned from the field for elective honors to next year's board.

Watt & Squire, of Brantford, contemplate holding their second annual exhibition of calendars about the middle of January, and request merchants ans manufacturers issuing calendars to bear them in mind when going over their mailing list.

Harry E. Haynes, of the Savage Arms Company, Utica, N.Y., was in Toronto for a few days this week calling on the hardware jobbers. The Savage Arms Company are working on a new revolver about which Mr. Haynes is very enthusiastic and which will be on the market the early part of next year.

The School of Practical Science, Toronto, report the cement bricks made by the Twin City Brick and Supply Company, Port Arthur, withstood the highest tests. The reason for the test was caused by the collapse of a warehouse built in Port Arthur during the summer months which was the property of the Marks, Clavet & Dobie Company, of that place.

G. J. B. Ramsden, sales manager of the J. H. Still Manufacturing Company, St. Thomas, was a caller at the Toronto office of Hardware and Metal during the week. Mr. Ramsden says the Still Company is finding trade excellent, the factory running nights in all departments. "I don't know that we'll ever get caught up with our orders for hockey sticks," he said.

The Metal Shingle & Siding Company, Preston, have just completed shipping six carloads of "Acorn Quality" corrugated galvanized sheets for the new plant of the Great Lakes Portland Cement Company, at Port Colborne. They have also secured the contract for supplying the same material to be used in constructing the Vulcan Portland Cement Co.'s new works at Longue Point near Montreal.

Ed. J. Sehl and A. G. Box, traveling salesmen for the J. H. Ashdown Hardware Company, Winnipeg, called at the Toronto office of Hardware and Metal on Wednesday, on their way to their homes in Ontario, the former's being at Waterloo and the latter's at St. Mary's. Both speak hopefully of a revival in trade in the spring if crop prospects are at all bright, and both tell of a big movement among the western merchants to adopt the cash system in their business, the Retail Hardware Association having done much to prepare retailers for this change in business methods.

Quebec.

Frank Ruebens & Co., painters, Montreal, have dissolved.

F. W. McCubben, New Glasgow, has been visiting Montreal.

W. Cuzner, of the Cuzner Hardware Co., Ottawa, called on the Montreal hardware trade.

H. J. Fuller, president of the Canadian Fairbanks Company, Montreal, has returned from Europe.

Murphy & Son, painters and decorators, Montreal, have dissolved partnership, the business being continued by W. H. Murphy.

J. Noel Nivin, who was formerly with Lewis Bros., Montreal, but is now representing the J. H. Ashdown Hardware Co., Winnipeg, has been visiting hardware circles in Montreal.

Western Canada.

Earle & Wolfe, Olds, Alta., are installing a Pease-Waldon heating and ventilating system in the public school building at Olds.

The Souris Hardware Co. is installing a Pease-Waldon warm air ventilating system in the new Methodist church in Souris, Man., now nearing completion.

C. D. Waldon, of the Pease Waldon Co., Winnipeg, returned to Winnipeg last week from a six weeks' business trip in the west. On Wednesday of this week he left Winnipeg for the east via St. Paul, Minneapolis and Chicago. He will be at the Toronto office of the Pease Foundry Co. for some time.

Wm. Head Co., Calgary, have recently been awarded a contract for installing the Pease-Waldon heating and ventilating system in the high school building now in course of erection in Calgary. The system to be installed will give the alternate advantages of either gravity or mechanical ventilation. Pfeiffer & Wallace are now installing a similar system in the Victoria public school building in Calgary.

H. V. Lawlor, of the Marshall-Wells Co., Winnipeg, went east the last of this week. As mentioned in a recent issue, Mr. Lawlor will be connected in future for eight months in the year with the new Toronto branch of Brandram-Henderson, about to be opened. He will travel four months in the year in Western Canada for the Marshall-Wells Co. in the interest of their paint department.

Merrick-Anderson Co., Winnipeg, are notifying the trade that they are again in a position to supply their requirements in building paper and roofing, having secured temporary quarters for the operation of their tarring plant, which is now running full blast. They consider themselves fortunate in being able to resume operations so soon after the fire, which destroyed their paper plant, and also in having a sufficient quantity of pulp available. They are now prepared to supply their "Jubilee" and other brands of building paper as before the fire.

Great Britain.

The Irish Ironmonger, published in Dublin, Ireland, has appeared. It will ventilate grievances and champion rights in the ironmongery, handware, stationery and allied trades of Ireland. The first number of Volume 1 comprises 24 pages of advertising and reading matter. The publishing offices are at 53 Lower Sackville street, Dublin.

A special list of cheap lines of domestic hardware is being issued by G. Bishop, of Mary Ann street, Birmingham, England. A great many of these lines are known as penny goods in England and show profit at that price. The list shows birdcage suspenders, finger plates for doors, door silencers, egg beaters, window fasteners, japanned bolts, brass hooks (on cards), all in the penny class, and numerous other domestic necessities at from 3d to 6d. The list is well worth sending for.

United States.

The Union Metallic Cartridge Company has purchased a block of land at Bridgeport, Conn., in anticipation of the removal from Ilion, N.Y., of the Remington Arms Company. The M. Hartley Company, of 313-315 Broadway, New York, is the holding company of both the Union Metallic Cartridge Co, and the Remington Arms Co., the same set of capitalists owning both big industries. The manufacturing facilities at Ilion are not to be compared with those in Bridgeport and the plan is to unite the two plants and thus centralize the producing point of both enterprises. The Remington Company employs 2,[illegible] hands. It will be a year or more before the change takes place as a factory will have to be built.

AN IDEAL CHRISTMAS GIFT.

After a busy day in the store, factory or office the average business man seeks some form of recreation which requires the least exertion. At this season of the year when hardwaremen are seeking suitable gifts for friends or clerks what could be more acceptable than a popular magazine, and if a magazine one that embraces the whole of the world's most up-to-date literature, such as "Busy Man's" published monthly in Toronto by the MacLean Publishing Company.

The "Busy Man's" contains articles which are at once interesting and instructive, in fact the best of what is contained in hundreds of magazines is rewritten or reproduced under one cover. Magazine readers will quickly perceive the amount of time and money this magazine satisfactorily saves.

Add your friend's or clerk's name to the subscription list, he will appreciate it and will remember the giver all through the year. The price of single subscriptions is $2, two at $1.50 or four or more at $1 each.

HARDWARE AND METAL

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The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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NO TIME FOR PESSIMISM.

If other retailer hardwaremen have had as good a year as A. W. Humphries & Son, Parkhill, there isn't a shadow of reason for the pessimistic talk being indulged in too freely by retailers in various parts of the country.

Mr. Humphries, writing to the editor, says his business year begins on Feb. 1, and up to Dec. 1 his firm's books showed an increase of $7,000 over 1906 for the ten months. That's going some; but he also adds: "We have three furnaces, a hot water job and two jobs of plumbing yet to put in this year. My son and I and three other men are hopping busy."

Hardwaremen generally can tell a similar story. The year 1907 has been one of the best in the history of the trade, and even though there may have been a turn of the tide during the last few weeks, holiday business has been very satisfactory. Under these conditions it is the height of folly for retail hardwaremen to get stricken with an attack of cold feet and join in the pessimistic talk too freely indulged in by farmers and idle gossipers.

Hardwaremen have no cause to complain of the volume of business done in 1907 or for several years back. Some have indulged in unwise speculations and have laid themselves open for a squeeze, but the average hardware merchant ought to be in too good shape to be forced to worry because business may be poor for a couple of months.

The New Year will soon be here. Let hardwaremen generally take heart and help to bring about a revival of trade early in the new year by disseminating optimistic views regarding the financial and commercial situation.

Canada is the country of the twentieth century. Its railroad development must proceed. Factories, mills and workshops must keep busy to supply the thousands of workmen engaged, to build the railway equipment, to construct the necessary factories and houses for the incoming stream of immigrants. The financial flurry has checked undue speculation and has brought metals, etc., down to a more reasonable level. Wages of workmen and cost of living will also be checked in their upward movements.

The present is a splendid time for stocktaking and for preparing for the next period of activity that will soon be upon us.

UNFAIR DISCRIMINATION.

C. D. Waldon, of the Pease-Waldon Co., Winnipeg, in conversation with a Hardware and Metal representative on Monday last called attention to an unfair discrimination in the new western freight rates. He finds that the rate from Winnipeg to Calgary on fifth class freight, such as boilers, radiators, etc., is 73 cents, while the rate to Edmonton is only 60 cents. These rates are quoted, of course, by both the C.P.R. and the C.N.R.; but the C.P.R. has to haul its freight to Edmonton via Calgary. This is an unfair discrimination, probably unintentional on the part of the railways, and it should be remedied at once.

MERRY CHRISTMAS.

The joyful holiday season has again arrived and the hardwareman is experiencing the busiest time of the year. People are becoming more practical every year and instead of spending wastefully on useless luxuries, serviceable articles for personal or household use are now the order of the day. The hardwareman, therefore, who formerly was called upon solely to supply the cooking utensils in which the Christmas dinner was prepared, is now able to secure a large portion of the money spent for the family gifts.

The holiday season, busy though it may be, is the one time in the year when the hearts of men and women rise above the commercialism so omnipresent in present day life. The home gatherings where families get together, the renewing of old friendships, the sending of greetings to distant friends or relatives, the remembering of faithful service by employers, the general loosening of the purse strings for holiday gifts, even the giving of an annual turkey dinner to the unfortunate poor, are all indications of the spirit of brotherhood which for a brief time rules our lives and actions.

Nineteen hundred years ago a Carpenter preached a Gospel of Brotherhood and annually we, as a people, celebrate the anniversary of His birth and for a short week put his doctrines into practice expressing our Good Will unto all men as far as our opportunities offer. We do not reach the standard of the pagan Chinese, whose practice it is to celebrate the birth of a New Year by settling all outstanding obligations. But the world is better for the Christmas spirit, even though it does not last all year, and hardwaremen, most of whom have had a prosperous 1907 and a satisfactory December, can afford to put zest into the Christmas celebration this year.

The publishers of Hardware and Metal extend their greetings to the trade and wish all manufacturers, jobbers, travelers, retailers and clerks a full measure of holiday enjoyment and a Merry, Merry Christmas.

DO BARGAIN COUNTERS PAY?

The advisability of a bargain counter is a question that is constantly being discussed in hardware circles, and especially at this time of the year. The retail merchant knows from past experience that when the year's trade is over he will have many broken lines on his hands that could with advantage be cleared off to allow room for fresh stock. The question is, then, should he make a bargain counter of these goods with a distinct display; mark them as bargains without any decided grouping; or carry them along with the new stock in the ordinary way? Closely following on this comes the further point, would it be policy always to keep a bargain counter? These are knotty problems to solve, and on them there is a wide divergence of opinion.

Although, of course, there is the first consideration as to whether a bargain counter would get rid of the goods in the best and quickest way, the progressive hardware merchant looks a little further ahead, and says to himself, "would a bargain counter bring additional trade, or would it divert trade?" It is here that the great cleavage exists. The consensus of opinion seems to be that a bargain counter is undoubtedly the best way to clear off superfluous lines, for what buyer can resist a bargain—and if bargains are going at all why not group them together? The fear is that once having started such a counter, customers would expect it to be maintained and what then would be the effect.

One retail merchant says he believes in bargains because it makes customers look around the store, and thus the opportunity arises for the clerk to push better wares, but against this we have the views of the merchant who says that many a customer, seeing a bargain display, would be diverted from his or her original intention of buying some other and more expensive line. Another merchant, in talking over the matter, said: "Undoubtedly a bargain counter would tend to draw people to the store, but would it be the right class of people? Those who are always on the look out for bargains are, of course, no good to the hardware merchant. They had best be content with the 10 and 15-cent store." Thus, the whole subject is a debatable one indeed. The point that once having started a bargain counter it would be necessary to maintain it always, is not a strong one. Because certain goods are stocked at Christmas, that is no reason why they should be stocked all the year round, and because there is a bargain counter in January and February, there need not be one during the other months. To cater for a bargain trade, and to run a bargain counter to sell the goods one may wish to clear off, are two distinct things.

Another merchant says that though he does not agree with a bargain counter pure and simple, he found it policy to display items such as tacks and small kitchen utensils with the prices given. Many a customer going into the store is reminded by the display, of something that had been wanted in the house for a long time. Other opinions consider the question largely one of location, and that what would suit the peculiar characteristics of one merchant's trade would be fatal to those of another. The whole question is worthy of being threshed out fully by the hardware merchants of the country.

UNIVERSITY EDUCATION.

The Toronto Saturday Night tells a good story of an incident which occurred at the recent Canadian Club dinner at Toronto addressed by Dr. Falconer, president of the University of Toronto, on what the university could do for the commercial community. In one section of his discourse, Dr. Falconer dealt at length with the relation of modern languages to trade development, and stated that even in this country a knowledge of both French and English was a valuable asset to the young man connected with large manufacturing and wholesale establishments.

A vote of thanks was moved by Mr. Edward Gurney and in doing so he stated that he knew of two young men (he did not say whether they were related to him or not) whose father had tried to give them the very best in the way of education that the country afforded. One summer he happened to be driving through one of the sparsely settled sections of the Province of Quebec with these young men. They wished to get some information from their driver, a habitant, as to distances and directions, and one of the young men was asked by Mr. Gurney to interrogate him in French. The young man cleared his throat and addressed the man in his best French. Try as he would all he could elicit was a shake of the head. Then Mr. Gurney suggested to the other young man that he essay the task. The latter went at the driver in a truly eloquent fashion, pressing him closely with his enquiries.

Finally the habitant who had been eager and polite gave up the task of trying to understand with the simple ejaculation, "Oh! Hell!"

Needless to say, the vote of thanks was passed amid loud laughter.

ONLY TEN DAYS MORE.

Keen interest has been manifested in the window dressing and advertising competitions for which Hardware and Metal is offering prizes and particulars of which are outlined on our advertising pages.

Already several photos and sample ads. have been received, but the division of the window competition into two sections, entries from large cities being in a different competition to those from the smaller towns, gives every window trimmer a chance and there should be a large number of photos forwarded next week.

The best displays are in the windows now and this is the best time to call in the photographer. Don't wait until the window has been picked to pieces. All cannot win first prize, but every photo worth sending to us will be paid for at the dollar rate. To enter a photo, therefore, costs practically nothing, while to qualify for the advertising or selling plans prizes only takes a little effort.

Night is the best time to take a window photo and a flashlight is preferable, all the window lights being turned out or hidden to prevent a glare. The competition closes on January 1, so there is no time to lose if the photos, etc., are to be in the mails by that time.

The names of the winners of the competitions will go broadcast over Canada and the reputation for business ability will be well worth earning. The honor is worth much more than the prize.

THE SITUATION IN THE WEST.

By our Special Western Correspondent.

The West is taking things easy and waiting for Christmas. The extremely mild weather continues, indeed, at this writing, Dec. 14th, it is thawing and Winnipeg is one slush and all old timers are predicting an early winter.

Retail trade is excellent, never better, the merchants say, and wholesalers declare that collections are coming in a little more freely. Winnipeg has the civic election off its chest, and all the good business men on the slate were elected with large majorities so that Mayor Ashdown enters on his second year backed by a Council and Board of Control thoroughly in sympathy with his aims for the city and the knowledge that the city as a whole is behind him.

The wheat market remains dull but strong and the slump after the close of navigation was smaller than was expected. Returns from the head of the lakes show that over 20,000,000 bushels of the wheat crop of 1907 were shipped before navigation closed or only 5,000,000 bushels less than last year. The Canadian Pacific Railway has announced its intention of carrying 150 cars of grain daily out of Fort William to St. John, N.B., to other eastern points for the next two or three months and if the weather permits of this there is every reason to believe that the bulk of the wheat will be out and ready for seaboard shipment in good time. The all-rail haul will certainly reduce the profit to the farmer, but if prices advance again as there is good reason to believe they will, the farmers will do well even with the long haul.

The Grain Growers' Association claim to have sold 2,000,000 bushels of low-grade wheat for feed in Ontario and this will go out all-rail. At the present writing enough grain has been contracted for eastern shipment to take the C.P.R. to the limit for December. Of course the mild weather is ideal for the movement.—H.

EARLY BUYING.

In the majority of cities and towns people commenced buying for Christmas some weeks earlier this year than ever before. A number of the stores have been successful in inducing this practice by the distribution of circulars to that effect and by appealing to the people through their advertisements, but early buying is due in many cases to the great number of immigrants now in Canada who are obliged to buy early in order to insure delivery for Christmas and New Year's in the Old Country.

Some of the trade have found the practice of early buying a wonderful convenience, and in future years they will more than ever try to promote the idea.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Copper—Weaker at 14¾c.
Tin—Down to 33c.
Lead—Decline of ¼c.
Antimony—Weaker.
Ground White Lead—Lowered 25c per 100 lbs.

Toronto.

Pig Iron—Slight revision of prices.
Tin—Big drop during week.
Copper—Quoted at 14 cents.
Lead—Decline of ¼ cent.
Antimony—Price now 11 cents.
Zinc Spelter—Prices down ¼ cent.
White Lead—Drop in prices.
Shellac—A trifle lower.
Solder—Quotations much lower.

MONTREAL HARDWARE MARKETS.

Montreal, Dec. 20.—The last week has been a busy one with the Christmas rush, and all lines moved freely, but a slackening off is now observable. Trade has been up to the average, but not so good as last year, when business was exceptionally heavy. Most of the travelers are now off the road, which means that the work of the mail order department is increased somewhat. They report, generally, that the business for last year was larger than for the present twelve months, owing to the fact that, on account of the advancing market in 1906, dealers ordered ahead of their requirements, but this year they only ordered goods as they needed them. Retailers report the Christmas trade well up to the average, particularly for sporting goods. A rush trade is anticipated in the Province of Quebec next week in goods suitable for gifts, as with the French-Canadians Christmas is looked upon more as a church festival, while New Year's day is the great occasion for rejoicing and the giving of presents.

Winter Goods—Trade picked up with a heavy fall of snow, and all lines have moved freely. Sleigh bells, and snow shovels are in good demand, but the other lines more suitable for presents, such as razors and carpet sweepers, are falling off. Generally trade in winter goods has been well up to the average, which is very satisfactory considering the general financial situation, and the backwardness of the winter.

Sporting Goods—With the colder snap trade has looked up, and with skating in good swing, repeat orders for skates are heavy. There is a particularly strong demand for the better lines in this article. Hockey sticks, too, are moving freely, but the Christmas lines in this department have fallen off.

Cutlery and Silverware—Sales are quieter this week as most of the dealers have had delivery of all they require. Trade generally has been, if anything, above the average, as dealers are departing from their old conservative habit, and are stocking cutlery and silverware more freely for the Christmas trade.

Screws—There is nothing to note in this market. Trade is quiet, and will remain so until the end of January. Factories are replenishing stocks more freely, and should be in fairly good state for the new year. Prices are unchanged.

Bolts and Nuts—Makers are catching up to the shortage, and they are helped in this by the slackness in demand. There is no change in prices.

Horse Nails—For the purpose of falling in line with other articles, the Montreal Rolling Mills' brand new cold process horse nails, list price No. 9, have been shaded from 24c to 23c per lb.

TORONTO HARDWARE MARKETS.

Toronto, Dec. 20.—Trade during the week has been brighter, all the wholesale houses reporting that the Christmas business, on a whole, has compared favorably with that of other years. The demand for all kinds of holiday goods has been good during the week, in some cases the sale of cutlery and silverware is reported to be away ahead of the corresponding week last year. The cold snap and the snow has also made a marked difference in the situation and sporting goods, etc., have been in much greater demand. The wholesalers on the whole are well satisfied with the way in which sorting orders are coming in.

Travelers are now beginning to return from the road to get their samples ready for an early start after New Year's. Prospects for a good start are bright all over Ontario, some booking which is coming in for future delivery being well up to the average, which goes to prove that the New Year will not see a marked drop in the price of hardware which is being persistently maintained and collections are reported to be a little freer, indicating that the stringency will be removed to a degree soon after Christmas.

Christmas Goods—The demand is above the average for these goods at present, owing to the bad weather during the first two weeks of December interfering with Christmas shoppers, the rush business was delayed. There is a big demand for carpet sweepers, novelties, cutlery, silverware and all goods which serve as Christmas tokens. The sale of horse blankets, sleigh bells and lanterns has also begun to boom again and the snow shovels are again prominent in repeat orders.

Sporting Goods—The demand for skates has picked up and the sale is already average, if the present weather holds till after the holiday season retailers expect to be well cleaned out. Repeat orders for skates and for hockey sticks is the order of the day. Snowshoes and toboggans are also in demand, the result of the formation of numbers of clubs which encourage this pastime. Other sporting goods in demand at present are curling stones, sleighs, and all varieties of guns and rifles.

Cutlery and Silverware—Retailers who have a well arranged stock of cutlery and silverware are congratulating themselves this winter, the demand is steady and repeat orders are being constantly received by the wholesale houses. This season's demand is for a thoroughly high-class line of goods, particularly heavy in lines suitable for presents.

Screws—A fair December demand exists for screws and the market is fairly well stocked at present. Prices remain unchanged.

Wire Nails—The demand is dropping off owing to cessation of building operations. Quotations are unchanged.

Bolts and Nuts—Business continues up to a fair December average, and some booking is being done for spring delivery. Quotations are unchanged.

Copper and Brass Goods—The demand is nominal for this season of the year.

MONTREAL METAL MARKETS.

Montreal, Dec. 20.—Although metals, generally, are a shade weaker than last week, there is, if anything, a brighter tone to the market, due to the opinion that prices are about down to rock bottom, and must now take a turn for the better. This belief is, of course, somewhat speculative, and in a way the wish being father to the thought. During the great decline in copper, prices were several times considered to be on rock bottom, and then the bottom forthwith proceeded to fall out. Still the strengthened tone of the American market, due to the curtailment of production, with a combined attempt to maintain prices, tends to encourage optimism here as to the future. The English market, too, although weak, has rallied a little in some lines, notably in lead, and one or two large orders cabled across at prices a shade weaker than those prevailing, have been turned down. This is an indication that the markets there are expected to maintain their present basis at any rate, rather than weaken further. Buying is still irregular and not sufficiently strong to start the ball rolling in the right direction. This conservatism cannot be maintained forever and there must be a big break in before long.

Pig Iron—This metal is quiet, with prices unchanged. There has been a shading in the English market, but this will not affect things locally as nothing is done during the winter months. Large orders have, however, been placed for spring delivery. The Canadian furnaces are working on old orders, and have not yet caught up to them, but fresh ones are slack. Stocks are moving freely as purchasers are holding off buying from the mills in the belief that prices will become lower. This will probably be a fallacy, in view of the American situation, but it is all the better for holders of stocks. Prices are thus being well maintained. We quote: Cleveland war-

rants, 49s 6d; Middlesboro No. 1, $21,-50; No. 3, $20.50; Summerlee, $25.50.

Copper—Copper appears to be holding its own in the states on a general basis of 13¾c, but this has not tended to strengthen prices here. Rather is there a shading on last week's price, and we now quote 14¾c, with perhaps a weakening on this for large lots.

Ingot Tin—The English market still declines, and there has been a reduction of 2½c per lb. This has weakened the market here badly and we now quote $33 to $33.25.

Antimony—Antimony has fallen in line somewhat with the market generally, and prices have weakened. We now quote 12c to 12½c.

Spelter—The American market is easy but the European market is firmer with a slight advance. There is no change in local prices.

Lead—Lead dropped with the further weakening of the English market, but hopes are expressed for a recovery owing to a slight advance that has now taken place across the Atlantic. If this strengthening tone is maintained a recovery in the local markets will follow. We now quote imported pig $4.25 and bar $4.50.

Old Metals—There is no change in the market, and buying is at a standstill. We quote: Heavy copper and wire, 11½; light copper, 10c; heavy red brass, 11c; heavy lead, 3c; scrap iron, $12; No. 2, cast, $10.

TORONTO METAL MARKETS.

Toronto, Dec. 20.—Tin continues on the toboggan slide, with the bottom prices for the year obtainable, £84 10s lower than the year's highest, the London figures now being £115 10s for spot, as against £200 early in the year. The Straits syndicate, which, in the face of the hardest financial squeeze since 1903, attempted to bull the tin market, has collapsed and prices have broken about £13 on spot in London during the week. There is now talk of £100 tin at London. The New York Journal of Commerce says:

"If the Syndicate must liquidate its accumulated stocks at the Straits, there seems nothing to prevent a further drop of £18 to £20, and this, indeed, is the prediction received by cable from London yesterday. That large operators, and even small consumers, will wait for this prophecy to be realized, cannot be expected, but that there will be a general gunning for the tin which must be thrown upon the market by the collapse of the corner is equally sure. That the buying at the lower prices will rally the market is also to be expected. How much further the decline will be manifested is the question of interest; £5 to £10 at least seems to be assured, provided the news from London is authentic, and it certainly seems to be supported by the heavy liquidation that has been going on during the last week. Usually the Straits shipments for the first half of the month have been received by this time, or at least some very close estimates of these shipments. The fact that the information is withheld seems suspicious and naturally prepares the trade for the announcement of heavy shipments already made or to be made before the first of the year."

Other metals, with the exception of iron, continue weak, a general shading of prices being made during the week.

Pig Iron—We have revised our pig iron quotations, now quoting 50 cents under the prices which have been ruling for some time. This is largely due to the absence of buying, metal merchants desiring to do some business while unwilling to cut the price deeply. The iron in their hands was purchased at high prices, and they naturally are selling to lose as little as possible. Comparing prices in Canada and outside markets, it would appear that iron is unlikely to decline in price. On the other hand, booking for spring must commence during the next six weeks, and this will add strength to the market. As one dealer put it yesterday: The men who buy within 30 days will get the best prices. We quote $22.50 for Canadian iron and $21 for No. 3 Middlesboro.

Copper—The shifting of stocks between America and Europe continues with little effect on the market. The curtailment of production has not been as great as the cut in consumption, and stocks are, therefore, accumulating. We quote: 14 cents per pound.

Tin—The close of the year finds tin nearly cut in half, prices in New York having declined from 44½ cents to 25¾ cents during the year. Locally, there has been another cut, we now quoting 30 cents, with every possibility of still lower prices.

Lead—A decline of ¼ cent has been made during the week, we now quoting 4 cents for imported pig and 4¼ for bars. The foreign markets are demoralized. Shot, white lead, lead pipe and solder have all declined in sympathy. Antimony also has been shaded again, we now quoting 11 cents per pound.

Zinc Spelter—Foreign has declined to 5¼, and domestic to 5 cents.

Cold Rolled Shafting—Discount is now 30 per cent.

Old Material—Buying is at a standstill, and there is little to report. The only movement is in scrap iron. Dealers are all shading their offerings.

U. S. METAL MARKETS.

Cleveland, Dec. 19.—The Iron Trade Review to-day says: New York, Chicago, St. Louis and other centres report increased interest in pig iron and some sales of fair size have been made, but, with the approach of the annual inventory period, and the time of year when it is customary for most plants to shut down during the holidays for repairs and general overhauling, there is little activity in any branch of the iron trade. The falling off of production during December will be very marked in comparison with the figures of last December, when, in spite of annual shutdowns and light buying because of the inventory period, there was, nevertheless, a heavy movement all along the line. A large portion of the steel-making plants will be shut down on Saturday of this week, and remain down until after the first of the year. The Carnegie Steel Co., during the present week, is running less than 50 per cent. in its finishing end, and considerably below that on its blast furnaces and mills turning out semi-finished material. The National Tube Co. is operating less than 50 per cent.

LONDON, ENG., METAL MARKETS.

London, Dec. 17.—Cleveland warrants are quoted at 49s 9d, making prices as compared with last week 4½d lower.

Copper—Spot copper opened weak at £57 5s, futures at £58 10s, and after sales of 400 tons of spot and 1,200 tons of futures, closed steady at £57 10s for spot and £58 15s for futures, making price as compared with last week £2 12s 6d lower on spot and £2 10s on futures.

Tin—Spot tin opened weak at £116 5s, futures at £118, and after sales of 350 tons spot and 650 tons of futures, closed weak at £115 10s for spot and £117 5s for futures, making price as compared with last week £13 5s lower on spot and $12 10s lower on futures.

Spelter—The market closed at £20, making price as compared with last week 15s lower.

Lead—The market closed at £13 2s 6d, making price as compared with last week £1 10s lower.

METAL TRADE NOTES.

An interesting development in the tin market is the report that the Chinese syndicate have displayed financial distress, resorting to the expedient of shipping 600 tons of Straits tin from London to China, which accomplishes two purposes, one giving the necessary financial relief and the other the reduction in stocks in Europe.

* * *

The pressure to sell scrap iron continues, and it is reported that some negotiations have been entered into for export from America to Italy and other European points, but according to advices from England and Germany, conditions in this country are being reflected there. Trade is dull and prices tending downward.

NEW LIGHTING SYSTEM.

The Sylvester Manufacturing Co., of Lindsay, are advertising in this issue a new system gas and lighting machine for which they claim many improved and novel features. The Safety Sunlight gas machine, by which name the machine is known, is adapted for commercial lighting, such as for stores, railway stations, factories, churches, hotels and houses, and also for supplying gas for heating and cooking and laboratory use.

The manufacturers claim thorough satisfaction in lighting with perfect safety, automatic regulation, no possibility of disorder, and at a price considerably below that of illuminating gas and electricity.

Quebec and Maritime Provinces

Good. Cash Business Reported—Live Advertising Being Done by Retailers —Trade Commissioner With West Indies Appointed—Conclusion of Cragg Bros. Drawing at Halifax.

HALIFAX.

Halifax, Dec. 16.—The wholesale hardware trade is now slackening off, but the retail trade is brisk and is expected to continue so until after the New Year. Prices throughout the list are very steady, and no great change is anticipated. The trade will probably suffer some as a result of the wreck of the steamer Mount Temple on the Nova Scotia coast early this month. A large quantity of cargo is being saved from the stranded liner and considerable of it consists of hardware and glass. The importer will not likely take these goods in a damaged condition and the probability is that they will be auctioned off;

* * *

Quotations here are as follows :

Nails—Cut (base), $2.70 ; wire (base) $2.60.

Steel—Tire, $3 ; spring, $3.25 ; machine, $3.50 ; toe calk, $4 ; sleigh shoe, $3 ; cast steel. 10c to 12c per pound. White Lead—Brandram's B.B., in iron, from 25 to 100 lbs., $8.70 ; Canadian, in iron of 25 and 50 lbs., $7.50. Iron—Bar, $2.35 ; black sheet, 24 gauge, $2.-65 ; galvanized, 24 gauge, $4. Wire Fencing—Plain, twisted and galvanized, about $3.25 ; barb, $2.90.

* * *

The sudden death of William Fellows, hardware merchant, of Canning, which occurred last week, was a great shock to the community in which he resided. He had been successfully engaged in business many years at Canning.

* * *

The Furness line steamer Kanawka recently discharged a cargo of explosives at this port for the Dominion Coal Co.; William Hartley, Bridgeport ; Austen Bros., Halifax, and for the mines at Fernie, B.C.

* * *

J. B. Whitmore, chief forest ranger for Annapolis county, has ordered a quantity of white pine seed from Ontario, and will make experiments in reforestation.

* * *

Alf. Ellis, representing the Brandram Henderson Co.. Ltd., was in Sydney recently. In the words of Mark Twain, Mr. Ellis states that the announcement of his death in the local papers was greatly exaggerated. He is here to stay and says he never felt better in his life. The genial "Alf" now looks quite hale and hearty.

* * *

There is now a good demand for horse shoes and nails. Nails are quoted at : "C" nails, No. 4, $5 ; No. 5, $3.75 ; No. 6, $3.25 ; No. 7, $3 ; No. 8, $3 ; No. 9, $3. Horse shoes, Montreal Rolling Mills make, are quoted at $4 per keg.

* * *

Check No. 547, held by Mrs. A. Dean, won the $75 case of cutlery offered by the hardware firm of Cragg Bros. Over ten thousand persons held checks, and much interest was taken in the contest. The committee conducting the drawing on Saturday night were Messrs. F. D. Hillis, W, F, Page, both Halifax business men, and D. W. Dryden, traveler for Dunlap, Cooke & Co. 547 was the lucky number and this afternoon Mrs. Dean presented the duplicate check, and the case of cutlery was sent to her residence.

NEWCASTLE, N.B.

Newcastle, Dec. 18.—The hardware firms of Newcastle report business fairly brisk this month. Building operations have been quiet, but great quantities of hardware goods are consumed by the mills and lumbermen.

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After three months filling in and preparations, the new iron bridge on the Indiantown branch of the I. C. R. was placed in position over Renous River today. Early in the spring trains will run from Derby Junction to Blackville on left side of the river.

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It is understood that Dr. J. Ritchie, lumberman, Newcastle, and the Dalhousie Lumber Co., have sold out to Americans.

* * *

Elias Harmer & Sons have completed arrangements for building a large feed mill at Norton.

* * *

During the season just ended the village of Plaster Rock, Victoria county, has erected 25 new buildings. The Fraser Co. are also putting up a new mill.

* * *

Early in the spring L. Higgins will build a shoe factory in Moncton. The city will give a bonus.

* * *

Five or six new houses are going up in Millerton, near here, and foundation has been laid for new high school. Peter A. Forsyth is contractor.

ST. JOHN.

St. John, N.B., Dec. 17.—Retail hardware dealers report Christmas business very good. A snow storm that struck in a few days has made the demand for sleds, snowshoes, skates, shovels and other seasonable lines quite active. The big show windows have been trimmed in a very attractive manner and patrons who fail to find suitable gift articles from the extensive displays are indeed hard to please. Fancy cutlery and silverware are much in demand, and there seems to be a larger cash business than usual. In wholesale circles there is a lull, except in the filling of small orders for assorting, and the travelers are all in until after the holiday season.

* * *

The hardwaremen seem to be using more advertising space in the local newspapers than they usually do at this time of year, which no doubt accounts for the increases in business.

* * *

E. H. S. Flood, of St. John, has been appointed by the Dominion Government trade commissioner for the West Indies, Bermuda and British Guiana, with headquarters at Barbadoes. His salary is $3,000 a year. There are at present some four agents representing Canada in the West Indies, but only half of their time is taken up with this work. Mr. Flood will devote all his time to Canadian trade matters. He was formerly a member of the firm of C. Flood & Sons, dealers in stationery, fancy goods, pianos, etc,, but a few years ago went into business on his own account, under the name of the Flood Piano Co. This business was recently wound up.

* * *

Letters of incorporation have been granted to A. W. Bennett. C. W. Fawcett, Frank B. Block and others, of Sackville, as the Sackville Woodworkers', Limited, with a capital of $24,-000.

* * *

W. F. Tait, C. L. Hannington and others, of Dorchester, are incorporated as the Dorchester Woodworking Company, with a capital of $12,000.

* * *

James S. Gibbon, Charles S. Gibbon, William E. Vroom and N. S. Springer, of St. John, and Charles I. Sparker, of Newcastle, are incorporated as the Winterport Coal Mining Company, with a capital of $99,000.

* * *

Havelock Gillespie, of Florenceville, has assigned to Sheriff Hayward, for the benefit of his creditors.

* * *

At a meeting of the Provincial Government here on Dec. 13, A. P. Boenhill, K.C., applied on behalf of the Dalhousie Lumber Company for supplementary letters patent to increase the capital stock of the company from $525,000 to $700,000. The matter was referred to the Attornet-General and the Provincial Secretary with power to act. It is understood that the International Pulp & Paper Company, which some time ago acquired the Richards lumber properties in this province, has acquired an interest in the Dalhousie Company.

* * *

The civic delegation which went to Ottawa last week to interview the Government in regard to the building of additional wharves on the western side of the harbor to accommodate the growing winter port trade, returned home yesterday. They report that they were given a favorable hearing and they feel confident that the Government will undertake the work, which will cost in the vicinity of $300,000. An engineer will be sent here to look into the matter.

Reported by Ontario Correspondents

Window Displays in Ontario Stores—New Regulations Governing Shipments of Gunpowder—Gossip of Hardwaremen in Municipal Elections.

KINGSTON.

Kingston, Dec. 20.—The hardware trade has picked up considerably the past week, and sales for winter and sporting goods has largely increased. The merchant who wished for a good fall of snow in last week's issue of Hardware and Metal, got all and probably more than he cared for, as over a foot of snow fell here on Saturday last, which caused great activity in snow-shovels. There has been a good demand in skates and boots the past few days, owing to the opening of the covered skating rink on Tuesday last. As Christmas approaches, the sales in all lines, such as skates, hockey sticks, pucks, shin guards, sleighs and snow-shoes have greatly increased, this line of goods making very useful Christmas gifts, and the merchants are well pleased with the holiday trade up to the present time and they look for an increasing volume as the days go by. The requests made by a number of the merchants a short time ago for early shopping have met with great approval in many cases, which proves a great help to the clerks.

* * *

The Kingston merchant meets with the same trouble as the merchants in the other cities as regards charity-giving and being constantly worried by what they term "advertising fakirs" who are looking for advertisements for the "very latest" program or souvenir book. Very often the merchants bite at these schemes and it would be safe to say that many of them spend enough in this way of advertising to give them a year's contract of real advertising in a good daily paper where the actual returns are sure to be profitable. In many cities the leading merchants have banded together and made an agreement to withhold their patronage from the varied advertising schemes to which they are called upon to contribute, and it would be well for the Kingston merchants to make a move in this direction. The only cure is to turn down all promptly, and firmly, and make no exceptions, it would then be only a matter of time until the fake schemes would entirely disappear.

* * *

W. M. Weigel, of St. Louis, Mo., has moved to Kingston to take charge of the erection and operation of the lead smelter to be operated here, under the supervision of Robert E. Cushman, general manager. Mr. Weigel has been superintendent of the St. Louis Smelting and Refining Company for a number of years, and has also been in the employ of the Guggenheim Exploration Company and is fully qualified by his many successful years of experience in operating lead smelters in the United States to properly handle the erection and operation of this plant. He will devote the balance of this month to drafting plans for the plant and work will begin actively on or about the first of January. Mr. Weigel says that the plant will be completed and in operation by the first of June. The company has opened their office at the smelter site, where all business is at present being transacted.

TORONTO.

Toronto, Dec. 20.—Hardware merchants have been complaining about the unseasonable weather which has interfered with the sale of all holiday goods. As Christmas draws nearer, however, the demand for sleighs, snow shovels, skates, etc., grows constantly greater. The many holiday windows arranged by the Toronto hardware merchants show that in this district at least the clerks who read Hardware and Metal are working for the prizes offered for the best Christmas display. The stove trade has been good all fall, but is gradually dropping off as the season advances. The goods that are selling best at present are cutlery and skates, though the demand for sleigh bells, sleighs, horse blankets, etc., is steady and will increase with the first cold snap. Many hardware dealers are adding novelty cases, including china, crockery, collar and cuff buttons, and skating boots to their stocks this season, and in all cases the "side lines" are being displayed to advantage.

* * *

F. Anthony, who formerly conducted a hardware business at Norval, Ont., has opened a store at the corner of Lee avenue and Queen street east. His store is roomy, being square planned, and has two large show windows, which will be decorated for the Christmas trade at once. Mr. Anthony has had many years' experience in the hardware business and intends to open a plumbing and tinsmith shop in connection as soon as possible. His counter is made with a glass face, in which builders' tools, carpenters' outfits and cutlery will be displayed.

* * *

H. N. McArthur, Queen street east, has added a stove department to his business and reports trade as being good. Mr. McArthur will add an addition to his store in the spring in order to carry a larger stock.

* * *

J. Storey, grocer, Queen street east, has added a stock of hardware to his

Seasonable Displays Made by a Toronto Hardware Store.

business, one section of the store being cleared to admit a stock and one large window has been given up for a display of hardware.

* * *

The window display arranged in the windows of George Mathewson's store, on Queen street east, is very attractive. One window is given up for the display of sporting goods, and the other contains a well arranged stock of cutlery and bells. The windows are large and every inch of space has been carefully used. the goods all appearing to advantage. In the sporting window a display of skates, sleighs, hockey sticks, guards, pucks, etc., is carefully arranged and the cutlery display shows good taste and careful arrangement. The inside of the store is as attractive as the windows and the goods displayed in many cases bear price cards, which is a great help to prospective buyers.

* * *

Fred. G. McBrien, who conducts a hardware store at 1000 Bloor west, will be a candidate for aldermanic honors at the coming municipal elections. Mr. McBrien is only 21 years of age, and has conducted a hardware business for four years, which under his careful management, has constantly increased. He is president of the Northwest Toronto Conservative Association and his chance of representing Ward 6 during 1908 is considered bright by his many friends.

* * *

Ex-Alderman Miles Vokes, president Vokes Hardware Co., and a partner in the Standard Foundry Co., is one of the Toronto mayoralty candidates, who is asking the electors to make him chief magistrate for 1908. Mr. Vokes has been in business in Toronto since 1881 and his municipal record is quite long. For three years he was a member and for one year chairman of the Public Library Board. For two years he sat in the city council, and for all that time he was a member of the executive committee, a body which, under the old regime, filled the place now occupied by the board of control. He was also chairman of the old street railway committee, which position he occupied when the city took over the old horse car system. The candidate promises to conduct the civic administration on strictly business principles if elected, and of the five men in the field is the one who has had a successful retail business experience to commend him to the business section of the electorate. The endorsation of Mayor Ashdown's business administration by Winnipeg electors should be a strong argument in favor of Mr. Vokes' election in Toronto.

HAMILTON.

Hamilton, Dec. 18.—There is a feeling of pessimism in the hardware trade here at present. The unsettled weather conditions are decidedly displeasing to the members of the trade and business as a result is away below the standard of last season. Despite the fact that merchants in all lines of trade in this city have tried to keep up a bold front with the statements that business on the whole has been better than last year, it is a well known fact among the trade that this year's business has been several points lower than last year. It was owing to this backwardness of trade that the hardwaremen looked forward with longing eyes to the Christmas season and the fact that their hopes of a big rush have not been realized has left them in a very disappointed mood.

The principal drawback to trade is the weather. What is needed to put ginger into the business is some brisk, cold weather, which has been conspicuous by its absence. There have been odd days of good cold weather but generally speaking the weather has been broken up. On Saturday last the city was visited by one of the heaviest snow storms in its history, but even while it killed business for the entire day the storekeepers had renewed hope that the steady Christmas weather had arrived. However, another mild thaw followed, leaving business conditions a little worse off than they were before. However, with the closeness of Christmas, the hardware dealers realize that the shopping will have to be done sooner or later and they are getting ready for the last minute rush.

* * *

The Hamilton Steel and Iron Company is erecting another big addition to its already extensive plant. A permit has been taken out for the construction of a brick building to be used as a machine shop. It will cost between $5,000 and $10,000 and will be fitted up with all the latest devices and improvements in the mechanical art.

* * *

The Smart-Turner machine shop on East Barton St. was visited by fire on Friday night last and $5,000 damage was done. The fire originated from a cupola and was responsible for the destruction of several valuable molds which were being used in the construction of machines. The shop has not shut down, however, and the firm is accepting orders the same as usual.

* * *

Ald. H. G. Wright, of the firm of E. T. Wright & Co., will retire from public life at the end of the present term. He has been Chairman of the House of Refuge Committee during the past year and on Monday night of this week he tendered his colleagues a supper at the institution. Mr. Wright's retirement from the council will prove a decided loss as he was one of the ablest men in that body. He has been an alderman for several years.

* * *

Like other lines of business, there is not much activity in the plumbing business in this city at the present. A prominent plumber, when spoken to a few days ago about the condition of business, remarked that it was an off season with the plumbers and that about all that was doing was finishing up the season's work. The plumbing trade here has been pretty brisk, however. There were 800 houses erected in this city in October, which means that a lot of plumbing was done in these alone, not to speak of the numerous factories and other buildings erected.

* * *

It was H. R. Thurber, not H. R. Trowler, of this city, who was elected a director for Hamilton on the board of the Western Ontario Commercial Travelers' Association at London a few weeks ago. Mr. Thurber was formerly a resident of London. He is general agent for the International Harvester Company, of Hamilton.

* * *

Stuart Charles Macdonald, of this city, is one of the incorporators of the Crown Gypsum Company, which has been organized to carry on a general gypsum mining business in Cayuga. The remainder of the capital is held chiefly by Buffalo men.

GALT.

Galt, Dec. 17.—Business in all lines in Galt is good, owing in a large measure to the snowfall of Saturday last, which has resulted in a large increase in trade. The hardware business is particularly brisk, and the merchants are remaining open at night to accommodate the Christmas shoppers.

* * *

It is indeed a lamentable fact that none of the hardware stores in Galt have show windows that permit of an elaborate display. The small space at the command of the merchants is used to advantage, but more than one hardware man yearns for a window in which he could make a live display. However, while the show windows may be small, the interior of the stores are decorated in a manner which would do credit to many stores in the cities.

* * *

Bernhardt & Gies, of Preston, have one of the finest hardware stores in western Ontario, and the firm is rapidly becoming known to the public at large.

* * *

The display of silverware made by W. F. Mickus, of Preston, is most creditable.

* * *

The prizes offered by Hardware and Metal for the best dressed window have caused some excitement among the Preston merchants, and there will probably be several entries.

GUELPH.

Guelph, Dec. 20.—The Lutheran Church will build a church here next spring. The site has not yet been selected.

* * *

In the estimates brought down in the House of Commons on Thursday last, two additional grants were made for the Guelph Armory. One was for $20,000, and the second for $3,500. It is presumed that the extra money is for the addition of another storey which has been promised.

* * *

Saturday was the day that the hardware merchants expected the Christmas rush to start, but the blizzard that struck Guelph prevented a great many people from laying in their stock of Christmas presents. "Of course," said one, "we will get the business just the same, but other years we would have quite a number of our customers served, but owing to the storm, very few of them came out. This means that we will

have twice as many to serve next Saturday."

* * *

McMillan Bros.' south window is a beautiful sight this week. The main decorations consist of holly and other green wreaths. Scattered throughout the window are a number of brass articles, both useful and ornamental. A number of candles, complete with shades, are set in solid brass candlesticks. The window is exciting very much favorable comment.

* * *

W. G. Howell, the chief clerk for the Bond Hardware Co., is in great demand among the various musical organizations of this city. He has a fine baritone voice.

* * *

As compared with many other cities in the Province of about the same size as Guelph, the windows of the hardware merchants are well-lighted and commodious. The streets are wide, and the light has a good opportunity to get into the windows and show the goods to the best advantage. The hardware merchants of the city believe in window advertising, and spend a good deal of time in arranging them.

CHATHAM.

Chatham, Dec. 17.—Hardware business continues normal for this season of the year. There has been a marked livening up of the Christmas trade. This has been accompanied by an almost corresponding slump in gasfitting, plumbing, tinsmithing and other work, due to the fact that the public at large are intent on purchasing Christmas presents. It is anticipated that with the first of the year this work will resume its normal place in the hardwareman's business.

* * *

J. C. Shaw, of the J. C. Shaw hardware Co., Wallaceburg, is being prominently mentioned as a likely candidate for the mayoralty of the glass town. He has had considerable municipal experience and should make a good presiding magistrate. Capt. John Scott is his probable opponent.

* * *

"Our supplies and machinery are arriving in satisfactory shape," said Manager C. S. Cornelius, of the Wolverine Brass Co., in the course of an interview the other day. "We have already received one carload from Grand Rapids, which has been unloaded, while there are two more carloads on the way here now. We also expect some supplies which we ordered from a Toronto firm shortly. We are now busily engaged in having the heating for the factory installed."

* * *

Electric signs are growing in popularity here. The pace was set some months ago by the Chatham Gas & Electric Light Co., which when its new reinforced concrete smokestack was completed, used the side facing the city for advertising purposes. At a distance of many miles in the country it looks like a pencil of fire; but to people in almost any part of the city the words, "The Maple City" (the letters vertically arranged) are distinctly visible. Brisco Bros. are at present engaged in installing a new electric sign for the Metropolitan Cafe on King Street, requiring 150 lights. The use of electric lights in show windows is growing all the time.

* * *

Robert Kyle, formerly of the hardware firm of Geo. Stephens & Co., but now of Toronto, visited city friends last week.

* * *

Thos. Argue, who for some time past has been manager of the National Supply Co.'s store at Merlin, left on Wednesday week for Oklahoma. He was succeeded by David Tobben, of Cygnet, Ohio.

* * *

Owing to pressure of business engagements, Reeve W. C. Crawford, of Tilbury, has announced his retirement from municipal politics. During the eighteen years he has sat at the council board —nine years as councillor and nine as reeve—he has taken a foremost part in the upbuilding of the village. At the same time he has proven himself a progressive merchant, and his general store is one of the largest in the west. He is treasurer of the W. E. & L. S. electric railway.

* * *

W. S. Everitt, of Thamesville, announces his Christmas opening for Dec. 14 to 25. In addition to hardware, Mr. Everitt handles house furnishings and men's furnishings, an unusual combination.

* * *

Robt. J. Clements, of Chatham, has leased the Tilbury Iron Works, formerly conducted by C. Wylie, and took charge last week.

* * *

On Dec. 11 Donald Galbraith Reid, the well known Bothwell hardware merchant, was united in marriage to Miss Myrtle Wilson, daughter of Mr. and Mrs. Jacob Wilson, of Wardsville.

LONDON.

London, Dec. 17.—For years the retail hardware dealers of London have not been in the habit of making elaborate window displays at Christmas time. This year is no exception to the rule. Indeed, but for the fact that it is the festive season such displays as are made might easy pass unnoticed. The Pardow-Gillespie Company confine their show to Russian hammered brass goods which is quite attractive. Westman & Co. have on exhibition some fine cutlery and plated ware; the McMurtry Company, a similar display; Cowans, cutlery and Gilleau McLean skates and sporting goods. Amongst them all there is not one display worthy of extended notice. Dealers, however, are very busy and that is the main thing with them.

* * *

As a result of the recent powder explosion at Essex the Michigan Central Railway Company has issued an order that gunpowder be carried on none but freight trains. As only mixed trains are run out of London on that road, local jobbers, if they want to ship by M.C.R. east or west must get the explosive to St. Thomas by some other means and ship from that point. As no solely freight trains run on any of the M.C.R. branch lines dealers in powder located thereon will, of course, experience some difficulty in obtaining supplies.

* * *

The creditors of the Wilcox Manufacturing Company held a meeting yesterday but beyond discussing a couple of unimportant matters nothing was done and an adjournment was taken for a week, when a permanent liquidator and inspectors will be appointed. The affairs of the concern are said to be in a bad mess.

* * *

The McClary Manufacturing Company are this week distributing Christmas turkeys amongst their married employes. A custom of theirs for many years past. Every married man in their employ gets a bird, the larger the family the bigger the gobbler.

* * *

The late George O. McClary, treasurer of the McClary Manufacturing Company, left an estate of $175,000 but no will. As a consequence, the estate will be divided equally between his brother Arthur, his surviving sister, Mrs. J. M. Moorse, and the seven children of his deceased sister, Mrs. John J. Gould. The London and Western Trust is administering the estate.

* * *

Frank H. Westbury, foreman of No. 2 tin shop of the McClary works, was on Saturday presented by the men and women under him with a handsome umbrella as a token of their esteem. A neatly-worded address accompanied the gift and the presentation was made by Ed. Reeves, Mrs. Nichols, Eva Palmer and Geo. Walker.

SNOW PLOWS.

W. A. Mitchell, Kingston, writes :— "Kindly give me an address of some firm making a good one-horse snow-plow, and greatly oblige."

J. H. Worsell & Son, Goderich, also write on the same subject, as follows : "Can you give us the address of any firms who make snow-plows of 16 or 18 gauge galvanized iron. These plows are used by towns or private parties for taking the snow off sidewalks. They are used for one or two horses. We would like to get such information as soon as possible."

Answer : The Wilkinson Plow Co., Toronto, have purchased the patent for a horse snow-plow and are just beginning to manufacture this line. We understand that the Good Roads Machinery Company, Hamilton, also manufacture these plows.—Editor.

Talk quality to your stove customer. A poor stove sells for less money, but your customer will blame you for selling him a poor stove, no matter if it was cheap.

West of the Great Lakes

Sensational Advertising by Some Western Merchants—Splendid Retail Hardware Association at Winnipeg—High Fire Insurance Rates—Opinions on New Freight Tariff—News of the New Towns in the Saskatoon District.

EDMONTON.

Edmonton, Alta, Dec. 12.—In a recent issue of the Hardware and Metal it was inadvertently stated in the Edmonton correspondence that the Edmonton Retail Clerks' Protective Association intended calling a general strike if they could not succeed in having an early-closing by-law passed and enforced in this city. Our attention has been called to the error of this statement by the president of that association, J. S. Berkman. The Retail Clerks' Protective Association do not intend to resort to this means of securing the passing of an early-closing by-law much as they desire one. Moreover, the relation of the clerks with their employers both before and since the organization of the association has been most cordial. The majority of the merchants approve of the formation of a clerks' association and they also approve of an early-closing by-law. The clerks, as an association or otherwise, have no intention of striking, as they realize that it would be poor policy and would probably not bring them the desired legislation.

The Edmonton Retail Clerks' Protective Association is not unprogressive, however. With capable, energetic officers at its head and with a large number of active interested members, it is bound to prove a success both socially and as a business organization. One of the first steps taken by this association was to procure an early-closing by-law in Edmonton. They recognized the advantage of such a by-law in the city and took what steps were possible to secure one. In this work they received the tacit if not open support of the majority of the retail merchants of the city. They also took steps to secure the co-operation of the labor organizations in the city, as the Trade and Labor Council had always been in favor of the early-closing by-law. Up to the present time, however, they have met with but little success in this line. They are determined to persist and in the end will doubtless succeed.

* * *

Hardware merchants are unusually busy in Edmonton just now. The Christmas trade is in full swing and the merchants and their assistants are kept busy supplying the wants of their many customers. From the appearance and reports of the Christmas trade there is very little evidence of the financial stringency in Edmonton, although it is expected that a reaction will follow the Christmas trade.

* * *

The city police captured a juvenile incendiary recently in an attempt to set fire to a pile of rubbish at the rear of the Chown Hardware Company's store. The little fellow was about seven years of age and was put up to the trick by another lad whom the police are looking for. The boy was caught in the act of lighting some gasolene which had been poured on to the pile.

* * *

An important report regarding the assessment of industries in the city was submitted to the City Council by the assessment committee at a recent meeting. The committee considered the advisability of according certain privileges to manufacturing industries in the matter of assessment, and recommended that in regard to all manufactories already established the assessment fixed for the present year should be allowed to remain a fixed and permanent rate of assessment for ten years, say, 1907 to 1916 inclusive, provided, of course, that the premises are used for manufacturing purposes exclusively and inspections of any extensions or increase that may take place in the business during that time.

In regard to assessing new industries or manufacturers seeking to establish here, the committee recommended that the rate of assessment be fixed at the actual price of the property at the time of establishment and continued at the same figures year by year for a period of ten years, unless otherwise arranged or agreed by special franchise granted at the time of establishment.

* * *

At the last monthly meeting of the Board of Trade a resolution passed at a joint meeting of the transportation and wholesale committees condemning the new rates of the C.P.R. as unfair to Edmonton was read. At the suggestion of J. C. Dowsett, the matter was referred to the transportation committee with power to take action.

* * *

Since the completion of the large trunk sewer in the city the Waterworks Department have been busily engaged in making water and sewer connections to the houses. A large force of men has been employed and, aided by the exceptionally fine weather practically all connections applied for have now been made, thus giving the citizens the advantages of modern conveniences in the outlying parts of the city.

* * *

There are some men in Edmonton who are out of employment but the situation is not by any means so acute as in Vancouver, Winnipeg, Toronto and other Canadian cities. The city authorities are prepared, however, if complaints of this nature are received, to relieve the situation by providing work for these unemployed until the spring opens up and railway construction and active building operations can be completed.

WINNIPEG.

Winnipeg, Dec. 17.—Winnipeg hardwaremen have kept their heads better than the merchants in some other lines of business. Owing to various causes, temporary in their nature, business in Winnipeg has not been quite so brisk during the last four or five months as in the corresponding season last year. The clothing store proprietors seem to have lost their heads. Several of them handed over their stores for ten days or a fortnight to special sales agents who advertised "disaster sales" and "wreck sales" and "slaughter sales" of all descriptions, the advertising being of the most sensational kind and backed up by the red flag and red bunting over the stores.

* * *

It is quite certain that the hardware stores have not escaped the effects of the slight depression through which the country has passed. Very wisely the dealers have made an effort, and in most cases, a successful effort, to convert surplus stock into cash. One or two conducted special sales, but no hardwareman allowed a sales agent to hang the red flag in front of his store to give his customers the impression that he was bankrupt.

* * *

Winnipeg hardwaremen have probably the best Retail Hardware Association in Canada. It would be hard to find in any other part of the Dominion a score of keen business rivals who have so good an understanding among themselves and who are always so ready to co-operate to advance common interests. It is unfortunate that the ambitious scheme to organize a big Western Canada Association has not met with greater success. Probably the trouble was that too much territory was included. A Manitoba association might be practicable as separate associations for Saskatchewan and Alberta might be practicable, but it is hard to work the three Provinces from a central office in Winnipeg. Much credit is due the officers and secretary of the association for the hard work which they did in the interests of the hardwaremen of the West. It was through no negligence on their part that the Western association failed to gain the success that it deserved.

* * *

In the meantime, the local Winnipeg association is in a thriving condition, and shows no signs of decay.

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C. A. Baskerville, one of the leading Winnipeg hardwaremen, was an unsuccessful candidate for alderman in Ward 5. He entered the contest late on the Ashdown ticket at the earnest solicitation of many businessmen. There is little doubt that with proper organization he would have stood a splendid chance of winning. Mr. Baskerville is the right type of man for the City Council, and his friends hope he will be a candidate next December.

The J. H. Ashdown Co. have had some particularly attractive windows recently. Their displays are securing for them a good share of the holiday trade.

* * *

A hardware dealer in conversation last week with a Hardware and Metal representative, complained of the high fire insurance rates charged in Winnipeg. "A year or two ago," said he, "our rates were all raised because of the inadequate fire protection provided by the city. Since then the new high pressure plant has been installed to meet the objections of the underwriters. But are my rates reduced? Not a bit of it. I am still paying the increased rates, and the fire insurance companies show no intention of reducing them. In my opinion, the fire insurance companies should be under the control and supervision of a commission in the same way that the railway companies are."

SASKATOON.

Saskatoon, Dec. 13.—It is rumored that the Canadian Northern Railway and the Grand Trunk Pacific will build a union station in Saskatoon on the property of the former. Steel laying on the G.T.P. will soon be completed and they will be open for business so that their plans should soon be made known. The C.N.R. own a good deal of property in the centre of the city and should a joint station be built there it will be very conveniently situated.

* * *

It was felt that a resolution endorsing their actions might assist the Goose Lake delegation which left for the east in an effort to have the work on the south-west branch of the C.N.R. resumed, and the city council passed the following resolution and forwarded it to them: "That this council endorse the action of the delegation of Goose Lake farmers in their endeavor to procure the completion of the Goose Lake branch of the C.N.R. this year, and places itself on record as being heartily in sympathy with their mission in that behalf."

* * *

A number of resolutions were received here from the Board of Trade at Dawson, asking for united effort in securing for the Yukon territory railway connection with one or other of the trunk lines of the Western Provinces. A letter accompanying the resolutions pointed out the great necessity for a railway which will open to the eastern markets the Yukon territory. It was suggested that the Dominion Government be asked to see that such a railway is constructed. The matter was referred to a committee who will go into the resolutions before any action is taken.

* * *

Grading on the Grand Trunk Pacific Railway between here and Portage la Prairie is now completed, a distance of over four hundred miles. Three-fourths of this is traversed by steel and track-laying gangs are rushing the work on the last hundred miles, and it is expected that this division will be ready for traffic by the end of the year. Some time ago track-laying was commenced from this end to work east, and the gang have now reached a point fifty miles distant. The weather so far has been very favorable for construction work and the railways cannot be in operation too soon for this part of the country. Both the Grand Trunk and the Canadian Pacific will open up new tracts of rich farming land which already are becoming well settled. West of Saskatoon the road is graded more than half way to Edmonton and the remainder is work which will be found the easiest along the whole route.

* * *

Many small towns in this locality have had a prosperous year and are now coming into prominence in the commercial world.

* * *

Asquith business men are much gratified over the early prospects of railway connections with the east. Although the road has been graded for some time and steel laid, there has been no train service, but now the Canadian Pacific will run a regular freight train, and merchants are contemplating putting in larger stocks. The secretary of the Board of Trade has many enquiries regarding the town and its surroundings, and several new business concerns have located here lately. Preparations are being made for the establishment of a brickyard, and Mason & Rafe are installing a steam-power grain-chopper. Strong Bros. are about to erect a new block on Main Street, and it is expected that the "Asquith News" will be in the hands of its readers before the end of the year.

* * *

Rosthern is busy making preparations to open its new town hall. The building stands on one of the most prominent corners in town, and the Prince Contracting Co., of Minneapolis, who have the contract will complete their work in a few days.

* * *

Building operations in Lumsden are being pushed along to completion. The Watkins building which was begun recently is 33x33 feet, two storeys with basement and will be ready for occupation in a week or two. The Hall Milling Co. are making preparations for the enlargement of their premises as the present building has been found to be too small to cope with the increase in business. A vast amount of grain continues to come to Lumsden and elevators in the vicinity as it is said better prices are being paid by local dealers. A planing mill and sash and door factory will be erected by Harbour & Carter, who have purchased property for the purpose. Work still continues to be pushed forward on the grading of the Bulyea branch of the Canadian Pacific Railway between Craven and Port Hyman.

* * *

The Indian Head Board of Trade and Town Council had a conference with M. Eaton who represents a large manufacturing firm at Beatrice, Nebraska. Mr. Eaton is seeking a franchise for his firm to establish a plant here. The concern manufacturers gas from straw and corn cobs, utilizing the gas both for lighting and heating purposes. H. H. Fleury has now removed his large store to its now site.

* * *

At Grenfell Walters & Sons have enlarged their premises. The seed fair held on Dec. 10 by the agricultural society attracted unusual interest from those who had a good class of grain to exhibit, and entries were received from many outside points.

* * *

T. B. Elliott & Co., general merchants of Yellow Grass, have disposed of their business. The car shortage is severely felt and wheat is moving out slowly. Last week no coal could be bought in town, but it is hoped this well be remedied at an early date. Last year's state of affairs with regard to fuel should have been a lesson to every town in the West and a good supply laid in for the winter in case of emergencies

* * *

Lanigan is in its infancy but from its position it is expected that it will grow to be a big town in a few years. New buildings continue to be erected daily and building operations will continue as long as the good weather lasts. Several parties have secured sites who intend building in the spring. The C.P.R. are now running a passenger service and the water problem has been solved.

* * *

Kidd & Clements, of Wapella, are now ready for business and have bought a large stock of hardware which they have placed in their new store.

* * *

At Borden the fall trade was never better and the twa large department stores are kept busy. There are two elevators in town and there is an extensive farming district surrounding. The grain shipped this year is of very good quality.

* * *

At Langham an open-air skating rink and a new fire hall are in course of erection. Mr. Watson, one of the leading hardwaremen of the town, was in Saskatoon last Friday. The first annual judging competition of the Langham agricultural society was held on Dec. 2. Each competitor was allowed five minutes to judge either wheat or oats and quite a large number competed for the substantial prizes offered. J. A. Stewart of Elstow was in town last week and out there things are humming.

* * *

The coal which was discovered near Saskatchewan Landing north of Swift

Current, recently, has been tested and found to be of excellent quality. The mine is turning out to be better than was at first expected, and a supply is being taken out for settlers in the vicinity. Some of the members of the local Board of Trade are taking up the matter, the Government has become interested and has sent experts to make an examination of the locality. Should the yield prove to be of sufficient abundance, as it is expdected it will, railway facilities will be provided for shipping the coal out.

* * *

J. Young, one of Nutana's most prominent business men, was married last week to Miss F. MacDonald.

* * *

Last week it was announced that Massey & Morrison, hardwaremen, had dissolved partnership, and that the business would be carried on by H. L. Massey. The latter has now sold an interest in the business to S. Cherry, and the firm will be known as Massey & Cherry.

VANCOUVER.

Vancouver, Dec. 13.—To manufacture paper from Douglas fir and British Columbia cedar is the object of a company recently organized by local people. The main feature of the proposition is dependent upon a new process invented by J. C. W. Stanley, which renders fir available, though it was always impossible heretofore to use it owing to the resin in it. For other reasons, cedar was never used, but it also is quite adaptable under the new process. The promoters claim to have perfected the method and a small experimental plant is in operation at 313 Cordova street, the office of the company, which is called the British Canadian Pulp & Paper Company.

The erection of a large machine at Tiffin's saw mill has already been commenced and this will be used for preparing mill refuse for chemical treatment to produce pulp. It is the expectation of the company to utilize millwaste very largely. A site at Howe Sound of 80 acres, has been secured for a large pulp mill and paper plant. The first will be gone on with at once, so that the company can be on the market with pulp while completing the paper mill. All sorts of paper are to be manufactured ultimately.

* * *

Negotiations between the city of Vancouver and the V. W. & Y. Railway Co. are being carried on to arrange for terms whereby the Northern Pacific Ry. shall secure direct access to the city and terminal facilities. The plans include the improvement and utilization of the flats at the head of False Creek, Vancouver's second harbor, where the city holds rights to creek bed, granted by the Provincial Government. The latter has been approached to approve the plans submitted by the city, and it is likely they will be favorably considered. The city is stipulating for early carrying out the plans if concessions are granted to the railway. The Great Northern already has a line across the city and terminal site on the south shore of False Creek, but no great speed is shown in the moves toward completing their terminal plans, so that the city does not propose to have a repetition if it can be avoided.

* * *

The big Blue Funnel steamer Oanfa arrived in port this week with a large cargo of general merchandise from British ports. In all she had over 4,500 tons for Victoria and Vancouver. Heavy iron and steel manufactures made up a considerable portion, while two large Scotch marine boilers were also received. Outward the Oanfa carried a large quantity of lumber for Great Britain.

* * *

Whale oil must now be classed as one of the steady products of B.C.'s coast. The Pacific Whaling Co., which three years ago established on the west coast of Vancouver Island has now a second station on the Gulf of Georgia, not far from Nanaimo. From this latter point a shipment of nearly 500 barrels of whale oil was this week brought to port for shipment to England. The whalebone and other by-products are also made use of.

* * *

The present tariff in Australia is now under revision by the Government of the Antipodean Commonwealth. Great interest is felt here, in the decision as to Canadian goods, as it means the loss of a large amount of freight shipping from this port. Australian business men who have recently visited B.C., express the opinion that the attitude of the Government gives little hope for concessions to Canadian machinery and other manufactures. A recent telegraphic despatch from Ottawa also said that the subsidy to the Canadian-Australian steamers had been dropped from this year's estimates, a course hardly likely to be pursued seriously.

* * *

There is a possibility that the C.P.R. lines in the Kootenay and Boundary districts may be electrified, using power from the West Kootenay Power & Light Co.'s plant at Nonnington Falls. Lorne A. Campbell, manager of the electric company, has been negotiating for some years with this in view. His proposition is to use electric power on all lines in a radius of 150 miles of the power plant. At present 20,000 h.p. is the capacity. This can be doubled easily, and then the possibilities of Kootenay river for power would not be exhausted. It is said that the cost of haulage would be cut in half, especially on the heavy grades. In carrying the ores of these districts, which amount to 2,000,000 tons per year, the reduction in cost of freight is an important matter.

* * *

The White Pass Railway is about to reduce its tariff on ore shipments, which is a result of the completion of its new branch to the copper camp in the White Horse district. As these ores are at present all brought to the smelters on Vancouver Island, the reduction is an important gain, for the output of the mines will be increased correspondingly. Bunkers of large capacity will be erected at Skagway for ease in loading the ore into steamers. All supplies come from the coast cities for this northern copper camp.

PRIZES FOR BEST WINDOW DISPLAYS

Two prizes of $5 each are offered for the best holiday window display sent in before January 1, 1908. The display must be made up of goods usually carried in a Hardware stock, and samples of ads. appearing in the local papers should accompany the photos. The editor will also pay $1 for the best dozen or more photos accepted for publication, so competitors should not endeavor to get cheap photos. Several photos had to be rejected last year for this reason. A brief description of how the display was constructed, with some information regarding results secured in sales of articles displayed, should also be sent with the photos.

How Prizes Will Be Divided

One of the prizes will be given to the winning competitor in a city of 25,000 or over and the other will be awarded for the best photo sent in by a hardwareman or clerk in a town or city of less than 25,000. In this way the dealers in the smaller towns will not be competing against the large city stores which have the most modern windows, lighting fixtures, etc.

Clerks who gain a reputation for good window displays will find the honor of winning this competition of greater value than any monetary prize we could offer. The opportunity presented should not be neglected. Prepare at once to arrange a display and send us a photo of the window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR HOLIDAY ADVERTISE MENT

The editor of Hardware and Metal offers a prize of $5 for the best advertisement of hardware articles published in a Canadian newspaper during the month of December.

Advertisements must be devoted to the sale of Christmas Goods, such as cutlery, sporting goods, household articles, sets of tools, lamps, silverware, shaving sets and any specialties sold by hardwaremen during the holiday season. Preferably the ads. should be from one to four columns in width rather than full page size, in order that each competitor will be on an equal footing.

Get Your Printer to Help

While the writing of the ads. must necessarily be done by a hardware merchant or clerk, the arrangement of the matter can be done by the local printer. Too often both merchant and country publisher neglect to give proper attention to the modern and attractive display of advertisements. Poorly set ads fail to bring the merchant proper returns and the merchant gets to look upon his ad. appropriation as a charitable contribution to the publisher. Both merchant and publisher are losers.

Ask your local publisher to cooperate in getting up a series of Christmas business bringing ads. and send in one or all of the series. The prize is worth getting but the experience is worth more than the prize.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted in Canada by English manufacturer of edged tools, joiners' tools, augers, saws, shears, etc.; also crucible steel, files, etc.; one of the best known British brands, correspondence to "Rip-Saw," care of HARDWARE AND METAL, 88 Fleet Street, London, England. [50]

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

REPRESENTATIVE for Toronto wanted, to call on hardware and paint trade; must be young, enthusiastic, ambitious and a good salesman; splendid opening for the right man. Apply with references to Box 680, HARDWARE AND METAL, Toronto. (51)

A SOLINGEN manufacturer of pocket cutlery, razors and scissors is open to appoint an agent for the sale of his goods in Canada; his present agent is retiring from business. This is a good opportunity for a young man with a small capital to make money, as the cutlery has a large sale with the best retail trade. It is necessary to carry a stock of about $3,000. Apply to Box A, HARDWARE AND METAL, Montreal.

AGENCY WANTED

WANTED—Sole agency for high class line of hot air furnaces by reliable hardware firm at Calgary, Alta. Address Box 678, HARDWARE AND METAL, Toronto. (tf)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—About $1,500 worth of hardware and $200 worth of glass, at 75c. on the dollar; 400 ash front hardware drawers assorted sizes, from 4½ inch to 14 inch x 6 inches high, with solid brass pull at 9c. each; one 6 foot square-top show case, $10; two 60-gal. coal oil tanks at $300 each. J. D. Murdoch & Co., Simcoe, Ont. (52)

FOR SALE—By tender or otherwise—Fully equipped foundry with several sets of furnace patterns, and tin shop with full line of up-to-date machines for turning out any kind of work expeditiously; cheap power and the best of railroad facilities. Full information, address, Box 676, HARDWARE AND METAL, Toronto. (51)

FOR SALE—A well established and good paying hardware business in one of the best towns in Ontario (population 14,000); stock, $12,000; turnover, $50,000; satisfactory reasons for selling. Apply Box 674, HARDWARE AND METAL, Toronto. (50)

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—A good tinner on furnace work, capable of doing plumbing work. Year round job to the right man. Address Box 436, North Bay, Ont. (52)

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. (52)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED by January 1st—Position as hardware clerk, 5 years' experience; references. Box 673, HARDWARE AND METAL, Toronto. [52

HARDWARE clerk with four years' experience in general hardware wants situation at once; references. Box 675, HARDWARE AND METAL, Toronto. (51)

EXPERIENCED builder and general hardware man with good connection in the west wishes position; Eight years' experience; also experience in the paint and glass business. Box 17, HARDWARE AND METAL, Winnipeg. [tf]

HARDWAREMAN open for immediate engagement. Box 679, HARDWARE AND METAL, Winnipeg. (52)

REPRESENTATIVE WANTED

An old established leading firm of

SHEFFIELD TOOL MANUFACTURERS

require a representative for Canada. Replies, with full particulars and references, to "S. T.," care of office of "Hardware and Metal," 88 Fleet St., LONDON, E.C., ENG.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Dec. 20, Room 511, Union Bank Bldg, Winnipeg, Man.

With the approach of the holiday season business is becoming rather quiet in wholesale circles. Practically all the travelers are off the road now, enjoying their Christmas holidays or attending to work in the city warehouses, preparing for January trips. The year's business has been very satisfactory, considering the adverse conditions, climatic and financial, which have obtained throughout the last twelve months.

The only quotable changes this weekare declines in shot, in sympathy with the falling lead market. The nominal Winnipeg price of pig lead is 6 cents per pound in small lots, but many sales are being made at a lower figure and it is difficult to give an exact quotation.

Rope—Sisal, 11c per pound and pure manila, 15½c.

Lanterns—Cold blast,. per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base, oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Nettin~—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over. 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper, No. 7, 36½c; No. 8, 37¼c; No. 9. 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38¼c and No. 10, 41¼c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 per cent.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 and 10 per cent.

Blocks—steel blocks 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings; 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.00.

Tinware, Etc.—Pressed, retinned, 70 pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enameled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66; Buffalo, tarred, 69c; Lion, plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27.

Shot: Ordinary, per 100 lbs., $7.25; chilled, $7.65; buck, $8.05; 28 ball, $8.45. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Plainished copper, 33½ per pound.; plain, 28½c.

Iron Pipe — Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.-80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.-65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.-40.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box. $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Penoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.-50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 90c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 70c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

WHAT SANTA CLAUS SAID.

On Christmas morning when the family was all assembled in the breakfast room, Bobby came running into the room eager to tell how good Santa Claus had been to him. Grandma immediately asked:

"Did you see Santa Claus, Bobby?"

"No, grandma, but I heard him." said Bobby; "just as he was going out of the room, he stubbed his toe against my bed and he said—"

"Ah, that will do, son," said papa.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' **KNIFE POLISH**

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' **HOUSE PAINT**

is our attainment — it is right because

IT covers wears looks **WELL**

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G.F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT.

A. C. LESLIE & CO.
Limited

MONTREAL

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND. ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

We advertise our revolver on a national scale. It is never sold by mail where a dealer will handle it. And we guarantee the goods. Be sure of the owl on the grip and our name on the barrel.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

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M.R.M. CO.

¶ We take this opportunity of thanking our many friends for the business they have given us during the year that is closing, and of soliciting a continuance of your patronage during the coming year.

¶ We wish you all a very merry Christmas and a happy and prosperous New Year.

The Montreal Rolling Mills Co.

M.R.M. CO.

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

The Greening Wire Co.

The Greening Wire Co., Hamilton, have presented their annual calendar to the trade. The calendar contains an engraving of the improved additions added to their factory in Hamilton, and shows it to be in a position to again handle the trade. The Greening Wire Co. was incorporated in 1799, and the interest in the calendar is added to by reasons of the engravings of its three past presidents, which are shown around the border of the calendar.

The Canadian Fairbanks Co.

The Canadian Fairbanks Co. have again remembered their customers and friends by presenting a calendar which cannot fail to attract attention. The numbers on the calendar are each about two inches square and contains an attractive list of goods for sale by the company.

Some Practical Sales Plans.

Through a proof reader's error the price of "Sales Plans," reviewed in Hardware and Metal two weeks ago, read $2. The price of the book is $2.50 and no orders at $2 can be filled.

MONTREAL METAL MEN MEET.

At a meeting of the Montreal Metal and Hardware Association, J. R. Kinghorn, with the Montreal Rolling Mills Company, was elected president for the coming year, in the place of G. A. Kohl, with B. & S. H. Thompson & Co., Montreal. The other officers elected were: Vice-president, William Starke, of Starke-Seybold, Montreal; treasurer, J. H. Hanson, Buck Stove Works, Montreal; directors, A. A. Brown, with the McClary Manufacturing Co., Montreal; H. W. Dorken, of Dorken Bros. & Co., Montreal; H. J. Fuller, with the Canadian Fairbanks Co., Montreal, and C. H. Godfrey, with the Montreal Steel Works. The newly elected president was chosen as the association's nominee for election to the council of the Montreal Board of Trade.

Considerable discussion took place on the request of the association to the council of the Board of Trade that a transportation bureau should be established, and that a freight expert should be placed at its head, whose duty it would be to protect the interests of Montreal as a centre of distribution, and to keep the subscribers to the bureau posted on all freight matters affecting their interests. G. A. Kohl, as a member of the council of the Board of Trade, reported that the council appreciated the need of such a bureau, and undertook to establish the bureau, providing sufficient subscriptions could be received to defray the cost. A circular would shortly be issued to all members of the board asking for their assistance. It was decided that the members of the association should do everything possible to assist the carrying out of the project.

J. R. Kinghorn, the newly-elected president, was born in Kingston, and was educated at the Montreal High school. On entering commercial life he joined the firm of George Stephen & Co., the head of which firm is now universally known as Lord Mount-Stephen. After spending some time with this concern, Mr. Kinghorn became private secretary to the late Hon. John Hamilton, of Hamilton Bros., who owned lumber mills at Hawkesbury, Ont. Eventually Mr. Kinghorn came to Montreal, and joined the Montreal Rolling Mills, and is now assistant to the general manager and in charge of the purchases and sales.

SHEET METAL FOR ROOFING RINKS.

During the fall, which has just closed, a number of up-to-date rinks have been built in many parts of Ontario. Previously a great difficulty has been experienced in getting suitable roofs for this class of building—roofs that would wear well and retain their weather proof qualities. That the problem has at last been solved is shown by the numerous instances in which rink owners have chosen sheet metal as their roofing material and have been thoroughly satisfied with the results.

The new rink at Forest has a large circular roof, which has been covered with "Acorn Quality" corrugated galvanized sheets, manufactured by the Metal Shingle & Siding Co., Limited, Preston, Montreal and Toronto. At Orillia there is a new rink 184 feet long with a hip roof, also covered with the same material. Rinks which have been built at Thornhill and Dunville recently, also adopted "Acorn Quality" corrugated galvanized sheets as a roof covering, and the new rink at the Mimico Industrial School is another case in which this popular material was used. In all large roofs, where it is desired to combine fireproof and weatherproof qualities with durability and low cost, this style of roofing is to be strongly recommended.

It is a good plan to file all catalogues, Many stove sales are lost each year because the catalogue was misplaced.

A Merry Christmas
and
A Happy New Year

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.
272

Cutting Patterns in the Tin Shop

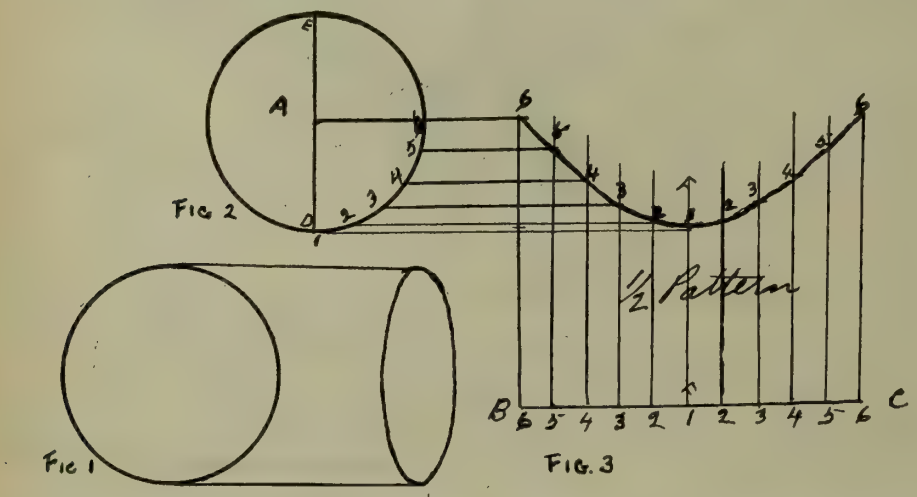
Readers of Hardware and Metal Are Requested to Make Use of This Department. Questions Regarding Patterns Will Be Answered by Experts Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR TEE PIPE.

To describe a pattern for a tee pipe at right angles, both pipes being the same size.

Let Fig. 1 be the given pipe. Describe the circle A (Fig. 2) making it equal in circumference to the pipe. Draw the line D E. Divide the circle A into any number of equal parts, as 1, 2, 3, 4, 5, 6, etc. Then draw the line B C (Fig. 3) and draw the line F F at right angles to B C. Set off on each side of F F on the line B C the same number of equal distances as there are in one-quarter of the circle A. Draw lines from these points parallel to F F.

From the point I in Fig. 2, draw a line cutting the line F F, Fig. 3, from the point 2, in Fig. 2, draw a line cutting both lines numbered 2 2 in Fig. 3, and from point 3 in Fig. 2 draw a line cutting both lines numbered 3 3 in Fig. 3, and from the point 4, in Fig. 2, draw a line cutting both lines numbered 4 4, in Fig. 3, and from the point 5, in Fig. 2, draw a line cutting both lines numbered 5 5, in Fig. 3, and from the point 6, in Fig. 2, draw a line cutting both lines numbered 6 6, in Fig. 3. Then a line traced through these points will form one-half the pattern. Edges to be allowed.—W. M. M.



A FEW POINTS ON DRAFT.

A cooking stove or range should not be connected to a chimney flue of which the internal dimensions are less than 8x8 inches or equivalent.

It is unwise to use a smoke pipe of less diameter than the collar of the stove.

Do not taper a pipe to fit the chimney pipe hole, but cut the chimney to admit the full size of smoke pipe.

No stove has a draft in itself. The chimney must furnish that, consequently no stove can operate unless connected to a good chimney. The taller the chimney the stronger the draft.

When attaching the smoke pipe of a stove to the chimney care must be taken that the smoke pipe fits the thimble of the chimney tightly, and that the pipe does not extend into the chimney too far so as to cut off a portion of the draft.

All other openings in the chimney should be closed tightly and at no time should two stoves be operated from the same chimney.

NOVEL STOVE DISPLAY.

An Ohio dealer struck a popular chord last winter by furnishing heat for pedestrians who passed his place of business. He placed one of his best heaters on the sidewalk next to the curb on a cold, stormy day, with a number of joints of stove pipe attached in order to ensure a good draft. A roaring fire was built and this glowing through the mica doors attracted the attention of every passerby and was the subject of a good deal of comment. The operation was repeated on several cold days and it proved the most attractive advertising scheme the dealer had ever undertaken. Passersby would collect more out of curiosity than for any benefit derived from the heat. It seemed to appeal more strongly to their sense of humor than to anything else, and its success was due to the novelty of the experiment, rather than its practical value.

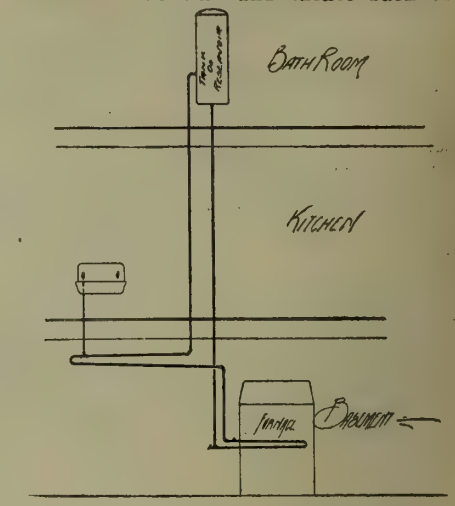
ACCEPT SECOND HAND STOVES.

In selling a new stove, it is often necessary to take an old one as part payment. Do not refuse to do this. Place the old one in storage and when you have time clean it up, add what repairs are needed, and place it on sale. There is good money for the retailer and a ready sale for second-hand stoves. Care should be taken to keep old stoves separated from the new when on sale.

HOT WATER FROM FURNACE.

A subscriber in Oshawa writes us inquiring about the advisability of a circulating connection for the domestic hot water supply from an auxiliary water heater in a furnace.

The connection our correspondent has in view is shown in Fig. 1. This would undoubtedly work well under ordinary conditions, if there was a continuous rise in the flow pipe leading from the furnace to the sink and thence back to

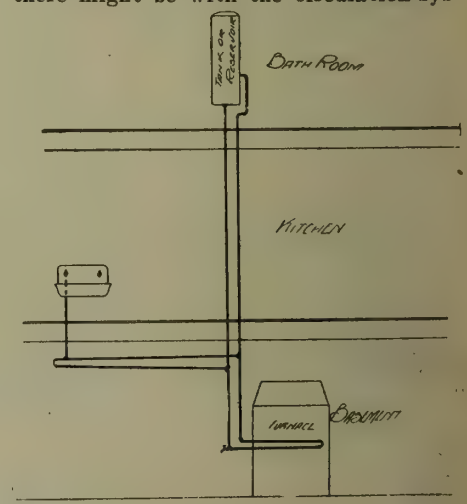


where it led up to the tank. But it makes a considerable extra amount of friction in the flow pipe and would not work as well as the connection shown in Fig. 2.

The manner of fixing the pipes is practically the same as that used in connection with the tank system in England, in which a separate cold water cistern is used to feed the hot water tank. In the sketch sent us the source of the cold water supply is not shown, but it is assumed that the same is from the corporation water service or from a reservoir tank and that a proper connection is made to the tank.

If the sink is not a considerable distance away from the tank and the furnace, very little, however, would be gained by any method of circulation to the sink, as more heat would be lost in the circulation pipes than would offset the disadvantage of the amount of cold water that would need to be drawn if the connection were made direct to the top of the tank or reservoir.

But the latter would have the advantage that there would be no likelihood of the cold and warm water mixing, as there might be with the circulation sys-



tems shown. This, of course, applies only if the tank has a connection to water service pipes from the street or a higher tank, and is not hand-fed.

PRIZE FOR BEST SELLING PLAN

During the coming holiday season much will depend upon the methods of displaying goods, of arranging the store interior, of putting together some novel display fixture or table for the display of special lines, or of devising some original advertising scheme to sell goods. Every merchant should encourage his store assistants to put their brains to work to figure out special plans which will help to clean out the holiday goods in stock as early as possible. It might even be worth while to offer a prize for the best suggestion made by any of the store staff.

Prize of Three Dollars

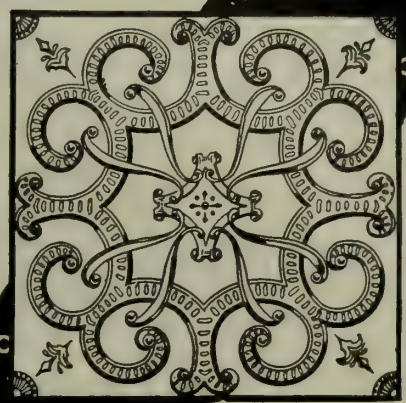
Some merchants have adopted a "Children's Day" to interest the young folks, while others have had contests, with a large doll for a girl or a magic lantern for a boy. Still another plan is the distribution of checks good for ten or twenty-five cents on holiday goods of a certain value purchased at the store.

Take a photo of the special interior display, send us a copy of the printed matter or a description of the selling plan and forward to the Editor before January 1, 1908. A prize of Three Dollars will be given to the hardwareman or clerk who sends in particulars of what the editor considers the best and most original selling plan for holiday trade.

ADDRESS THE EDITOR
HARDWARE AND METAL
10 FRONT ST. EAST
TORONTO

INTERIOR DECORATION

THAT RETAINS IT'S BEAUTY!



Our Metallic Ceilings AND Walls

are in highest favor with practical and artistic people alike.

We make countless beautiful designs, with borders, friezes, dados and every detail to match; they are easily applied, in old buildings over plaster, or in new ones where plaster is not required.

They are suited for every building where practical, durable beauty is desired in the decorative finish, and are fire-proof and sanitary.

EXPENSIVE? Not at all. First cost is small. The plates are so carefully made they fit accurately.

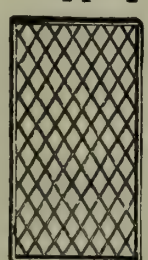
We will give you an estimate if you send an outline showing shape and measurements of your ceilings and walls. Let us hear from you.

M.R.Co.

The Metallic Roofing Co. Limited, Toronto, Canada.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Wire Guards and Grille Work.

We have a splendid selling line of

Spark Guards and Fenders.

Illustrated list sent on application. "Write; and let us get acquainted."

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

The Otis-Fensom Elevator Company, Toronto, intend to open a factory in Vancouver next spring.

The Londonderry Iron Mining Co. will install a $40,000 electric plant at their mines in Torbrook, N.S.

The bond issue of the Fort William Car Company, has been sold and work on the $500,000 plant will shortly be put in hand.

The Fort William harbor is to be widened and deepened. Fort William and the railroad companies will also make the channel deeper next year.

The Moncton City Council has approved of the proposed shoe factory proposition. Lester H. Higgins is the head of the shoe company which will erect a factory to cost $30,000.

The Dominion Steel Co,, Montreal, has recently closed a deal for thirty square miles of coal fields including the Cow Bay fields of the Cumberland Railway and Coal Company. The company will mine their own coal in future.

The Waterman Pen Company are to erect their Canadian factory at St. Lambert, Que. The citizens have endorsed a by-law granting freedom from taxation for a period of twenty years to the company.

A Gananoque despatch states that should the C.P.R. or G.T.R. purchase the Thousand Island Railway, which is at present on the market, the town would likely be boomed and as a deal is expected developments are being eagerly looked for.

Canadian Northern Terminals. Limited, has been incorporated at Ottawa, with a capital stock of $2,000,000 and head office, Toronto, to construct and maintain terminals, hotels, docks, smelters, car shops, etc. Mackenzie and Mann are the incorporators.

A Winnipeg despatch states that Dr. J. E. Jones, United States Consul at Winnipeg, has reported that Canada needs 80,000 new freight cars at a cost of $850, which Canadian car shops will be unable to supply. The American gentleman is of the opinion that United States should be able to look after the contracts.

A new coal mine recently purchased by Vancouver and Nanaimo Coal Mining Co., is being operated. At this writing about fifty tons per day are being taken out, but it is expected the output will reach from 250 to 300 tons daily in the future. It has been estimated that two veins already tapped contain a million and a half tons of coal.

When navigation opens for 1908, Key Harbor will come into existence as a shipping point which will surpass in the amount of freight handled most Georgian Bay ports. Key Harbor is thirty miles south of the Moose Mountain Iron Mines, which are to be operated on a large scale. The mines and Key Harbor will be connected by a spur of the Canadian Northern Railway, which is under construction at present. Ore docks are being built at the Harbor, and a survey has shown that there will be a depth of twenty-four feet of water at the docks, thus allowing plenty of draught for any steamers plying the Great Lakes, as the depth of water at the "Soo" and on the St. Clair River is only 20 feet. Key Harbor will in a short time be an important mining centre, as coal can be brought from Cleveland and the steamers return laden with ore in a week's time. Moose Mountain is 500 miles nearer coal mines and smelters than the iron ranges in the Duluth district.

Building Notes.

During 1907 London spent $52,000 on sewers.

The C.P.R. will build a new station at Guelph in 1908.

Lever Bros., Toronto, will erect a three-storey brick factory to cost $45,-000.

W. H. Cawthra, Toronto, will erect a three-storey brick store to cost $19,-000.

The Toronto Board of Control has authorized the expenditure of $50,000 for Parkdale sewers.

Tenders are being advertised for the new Kamloops District Court House, which is to be built in the spring.

The Dominion Bank has authorized alterations to the value of $9,000 on their Toronto branch, situated on Avenue Road.

The permit for the new Vancouver court house was taken out this week. The amount named in the permit is $500,000.

F. Deslauriers, Montreal, has secured the contract for two houses containing six dwellings on St. Antoine St., to cost $9,000.

A. J. Small & Co., proprietors of the Grand Opera House, Ottawa, will erect a new building in the capital city, containing an hotel, a cafe and theatre, to cost $200,000.

S. E. Van Camp, Toronto, will build two brick residences to cost $5,000.

The Don Paper Mills Co. will build an extension to their Toronto factory to cost $10,000.

Tenders have been called for the erection of St. Helen's Church, Toronto, building to commence in April. The new church will have a seating capacity of 900 and will cost $50,000.

Stanley Barracks, London, will have a new gymnasium in the near future. The government has voted $5,000 for its erection and the outfit required. Work will start at once on the new building.

An estimate of the expenditure voted by the governments and municipalities in the west for 1908 is even greater than that of 1907 and will include: Brandon drill hall, $20,000; Dauphin public building, $15,000; Dominion public buildings, $10,000; Neepawa public building, $10,000; Selkirk public building, $30,000; St. Boniface public building, $20,000; Winnipeg Dominion buildings, $5,000; Winnipeg new examining warehouse, $30,000; Winnipeg military buildings, hospital, $13,000; Winnipeg military buildings, Fort Osborne barracks, $35,000; Winnipeg new postoffice land and building, $100,000; Winnipeg postal station B. north of Canadian Pacific Railway track, $35,000. Calgary public building enlargement for postoffice and examining warehouse purposes, $25-000; Dominion public buildings, renewal improvements, repairs, etc., $10,000; Edmonton public buildings, $60,000; Humboldt public building, $10,000; Maple Creek public buildings, $20,000; Medicine Hat public building, $22.000; Prince Albert penitentiary site, $50,-000; Regina post office, customs house and court, $88,000; Saskatoon public buildings, $15,000; Yorkton public building, $15,000.

Companies Incorporated.

A company has been organized for the manufacture of an explosive known as detonite, used chiefly for blasting purposes. The concern will be known as the Detonite Explosives, Limited, Montreal.

Macdonald and Sons, Limited, with a capital of $4,000, have been incorporated to carry on business as manufacturers' agents and to deal in and manufacture all kinds of merchandise.

The John Deere Plow Company, with headquarters at Winnipeg, has been incorporated to deal in and manufacture machinery, wagons carriages, etc. The capital stock is$500,000.

The Walbridge Manufacturing Company, with a capital of $20,000 has been incorporated to manufacture and deal in stoves, furnaces, tools and hardware. The headquarters of the company will be at the village of Mystic, Que.

The Utica Shale Pipe Company with headquarters at St. Lambert's, Que., has been incorporated to manufacture and deal in such articles as sewer pipe, glass, earthen ware and pipes of all descriptions. The company has a capital stock of $20,000.

TO BOIL EGGS WITHOUT WATER.

Professor Radtke, of Arman Institute, recently invented an egg cooker which is attracting considerable comment among the guests of certain Chicago hotels. When boiled eggs are ordered, the waiter places a box-like apparatus on the table and switches on the electricity, and the eggs are "boiled" to the taste of guests in from one to two minutes.

A Paint Catechism

By G. B. Heckel.

39. What are the characteristics of calcium carbonate? Each of these forms of calcium carbonate has its own peculiarities. The finer qualities of chalk produced from ancient shell deposits, when finely washed and floated, produce a product known as "Paris white" or "bolted whiting." This is practically amorphous and is extremely fine, tends to hold pigments in suspension, neutralizes any free mineral acid in the oil or pigments (although inert to neutral linseed oil) spreads well and is of excellent value with heavy oxide pigments. Another type of calcium carbonate is white mineral primer. This has a definite structure but is ground extremely fine and floated. This structure gives it a certain "tooth" which makes it an excellent filler and shortener for retarding the excessive spread of zinc oxide. Both of these forms of calcium carbonate are found useful in paint, both as a protective durable coating and for chemical reasons, since it will completely neutralize any mineral acid remaining from the processes of manufacture in pigments or vehicles. Thus any residue of sulphuric acid remaining in linseed oil from the refining process, any traces of mineral acid remaining from bleaching barytes, any excess of sulphuric acid in the iron oxides, can be most safely and effectually neutralized by an addition of calcium carbonate to the paint. For this purpose the Pennsylvania R. R. specifications require the addition of a small percentage of this ingredient.

It is worthy of note that the old-time putty, which was made of linseed oil and calcium carbonate alone, has been known to endure without apparent deterioration, for half a century.

40. What are natural earth colors? Colored compounds found as deposits in the earth and utilized as pigments, either in their natural state after grinding and purification, or after further treatment, such as oxidation by burning, calcination, etc. The principal varieties are the mineral browns (Prince's mineral), ochres, umbers, siennas, natural iron oxides, mineral black, and a few allied substances. Of these Prince's mineral is a natural iron oxide in which the oxidation is completed by furnacing in a current of air; raw umber is a similar natural iron oxide containing manganese and burnt umber the same similarly treated. Raw sienna is an allied mineral and burnt sienna the same further oxidized by calcining.

Allied to these are the so-called oxides produced by grinding the natural iron oxides (haematites) from various localities. They range in color from a warm brown to a brilliant scarlet, dependent upon the composition of the original mineral and the degree of oxidation.

Similar highly colored products are produced by driving off the sulphuric acid and water from sulphate of iron (green vitriol). Venetian red, an allied product, is produced by precipating the iron oxide of green vitriol from solution with lime water and afterwards oxidizing in a furnace. The resultant product is a close combination of iron oxide with calcium sulphate. Venetian reds of similar character are also produced by grinding high grade iron oxide with inert bases, such as calcium sulphate.

Ochres are hydrated iron oxides permeating a clay base. They are produced by agelong percolation of water through a body of iron ore into adjacent veins or beds of clay. They differ widely in color, tone and composition.

(To be continued).

To The Trade

We extend to you and yours the Compliments of the Season.

P.S.—Floorglaze Enamel for 1908.

The Imperial Varnish & Color Co.
LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

EVOLUTION IN PAINTS.

The bureau of promotion and development of the Paint Manufacturers' Association of the United States has recently published a chart for the benefit of the retailers showing the large increase in the amount of mixed paint consumed in the United States between 1900 and 1905, when the last census of manufactures was taken. The increase in the capital invested between 1900 and 1905 was 64 per cent., the increase in

the selling value 66.4 per cent., and the increase of the material cost and expenses 82 per cent. During the ten years between 1895 and 1905 white lead in oil shows a decrease of 17.4 per cent., while dry white lead shows an increase of 407 per cent., and in oxide of zinc the increase is 203 per cent.

Notice particularly the increase in dry white lead and oxide of zinc, as compared to the decrease in white lead in oil. Practically all of the two former varieties are consumed in the manufacture of ready mixed paint.

The moral in connection with this folder is to show the dealers the increase in the popularity of the ready mixed paints over the old-fashioned idea of buying the dry product for mixing by amateurs, or even by qualified painters, who, at least at times, are apt to gauge the quantities of each color with disastrous results.

Paint and Oil Markets

MONTREAL.

Montreal, Dec. 20.—A quiet tone prevails in paints, colors and varnishes, and the market may be considered to be on the flat side. White lead has eased off in price, and this contributes to the quietness.

Linseed Oil—Limited shipments are being made, and quotations hold good, but for round lots there is a disposition to shade prices a fraction. At present we quote: Raw, 1 to 4 barrels, 59c; 5 to 9, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9, 61c.

Turpentine—This line is extremely sluggish, denoting a general quietness in the various manufactures. Single barrels, 70c; wood distilled turpentine, pure, 64c.

Ground White Lead—A fall in the price of pig lead has affected this market and quotations are lowered for all grades 25c per 100 pounds. We, therefore, now quote: Government standard, $6.75; No. 1, $6.50.

Red Lead—This article should also follow the downward trend of pig lead, but as the leading importers are not overstocked they seem chary at lowering quotations, and we repeat as follows: Genuine red lead, in casks, $6; in 100-lb. kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

Dry White Zinc—This line is reported extremely firm upon the continent of Europe, and in the primary markets. Quotations are, therefore, unchanged:—V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—There is a limited call for this article, and the market is steady: Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Varnishes—Varnishes have not maintained the healthy condition reported last week, and orders are reported to be light. Shellac is somewhat easier, but there seems to be little life either in the call for varnishes of for japans.

Putty—There is no feature to note in putty. All size packages are in ample supply and quotations are the same:—Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (4 in a case), $2.15; bladder putty in barrels, $1.95.

TORONTO.

Toronto, Dec. 20.—A small market has existed all week, but as this is the usual state of the December paint, oil and varnish trades the local firms are not complaining. There is evidence of considerable cutting being done by the different houses, but only small orders of any kind are being booked. The travellers are all in and there is every prospect of them not returning to business until late in January. A drop in several commodities marks this week's market.

Linseed Oil—The demand for linseed oil is very small at present, and since the drop two weeks ago the price has remained firm, only small orders for half-barrel lots have been received during the week. Raw, 1 to 3 barrels, 60c; 4 barrels and over, 59c. Add 3c to this price for boiled oil f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

Turpentine — The demand continues slack, some small orders for part barrel lots denote the only movement. The prices remain unchanged: Single barrels, 70c; 2 barrels and upwards, 69c, f.o.b. point of shipment, net 30 days, less than barrels 5c advance. Varnish turpentine is unchanged at 65c.

White Lead—The market for white lead remains quiet, though there has been a sharp decline in prices. All orders are for small quantities and retailers are still buying for immediate requirements only. Pure white lead is quoted at $6.90, and No. 1 at $6.75.

Red Lead—The red lead market is also marked by a sharp decline since last week. Quotations are; Genuine, in 500-pound casks, $6; ditto, in 100-pound kegs, $6.50.

Shellac—There is a decline in the price of shellac this week, which may be the result of cutting. A further drop is expected when the new crop is marketed. Quotations are: Pure orange, in barrels, $2.20; pure bleached, per barrel, white, $2.55; No. 1 (orange) $2 to $2.15.

Glass and Putty—The market is dull though some glass is moving. There is no change in quotations.

Petroleum—An average December demand exists. Prices remain firm as follows: Prime white, 14c; water white, 15½c; Pratt's astral, 18½c.

IRON PAINTING.

There are many causes of the rusting of iron. It may be produced by atmospheric action alone, but in a majority of cases galvanism plays a large part in the destruction of the metal. Long experience has shown how rapidly iron nails employed in fastening sheets of lead and copper upon roofs are destroyed, the other, the electro-negative metal, remaining comparatively unaffected.

The electrolyte, or exciting fluid, which by acting on the iron and not on the other metal or by acting more upon the former than upon the latter,

The
RIGHT
PAINT
Made for the Purpose
FOR BUILDINGS
outside and inside "ENGLISH" LIQUID HOUSE PAINTS.
MARINE PURPOSES
"ANCHOR" LIQUID MARINE PAINTS, COPPER PAINTS and MARINE ENAMELS.
FOR CARRIAGES
"ANCHOR" SUPERFINE COACH COLORS, ground in Japan, "ANCHOR" CARRIAGE GLOSS PAINTS.
FOR INTERIOR
woodwork, etc. "ANCHOR" JAPANESE ENAMEL PAINTS.
Our new series of Folders—Make Painting Simpler and Paint Selling Easier—sent on application
BRANDRAM-HENDERSON, LIMITED
MANUFACTURERS
MONTREAL HALIFAX
ST. JOHN WINNIPEG
MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

A HEART-TO-HEART TALK TO DEALERS

You are not in business for fun, but there is some fun doing business when sales are steadily on the increase and the goods go off the shelf before having a chance to become shop-worn.

There's a way to secure such a condition of things—a way that is making money for many paint dealers, and will make money for you if you will do as they are doing.

This is an age when to make business flourish you must advertise. You say advertising costs money; but suppose you handle goods made by a house that advertises the goods for you, and does it in a way that booms your business and brings trade right to your counter. Suppose your store should be advertised, and an attractive reminder of your business placed in the home of the best paint patrons of your community without costing you a penny—wouldn't it be to your advantage? Of course it would.

IF YOU ARE INTERESTED

in a proposition of this kind—if you want to increase your trade, build up a prosperous business, and make your store the center of the paint trade of your town—write and ask us to explain our methods, and let us show you how we help dealers who handle **Martin-Senour Paint** move the goods. We are doing it for others, we can do it for you. Let's talk it over. Write today.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co., Ltd. Winnipeg.

The Maritime Paint and Varnish Co., Ltd, Halifax, N. S.

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

causes the electric current, is either actual water from rain or snow or the water vapor always present in the atmosphere. The decomposition of the water causes the liberation of oxygen at the positive pole, which is the iron and this nascent oxygen rapidly combines with the iron.

Now, it is claimed that red lead is an excellent material for protecting iron from rust and electrical action. Unfortunately, however, red lead is more electro-negative to iron than either copper or lead.

Hence, should moisture by any chance get between the red lead and the iron, the destruction by rust is more rapid than when iron is in contact with copper or lead. This electro chemical action is at the same time strengthened by the purely chemical action between the red lead and the carbonic acid always present in the air, an action which converts the red lead into ceruse, whereby an additional quantity of nascent oxygen is set free to rust the iron. It is also highly probable that the carbonic acid has an independent action upon the iron, thereby much facilitating its oxidation.

It must not be forgotten that every porous place and still more every crack in the paint becomes sooner or later an entrance for water and cabonic acid. A good oil varnish is by far the best protection for iron, but it must, of course, be properly used. Not only must the iron be scrupulously, practically and chemically clean and dry when the varnish is applied, but the covering must be without a flaw.

Varnish will not adhere to greasy, rusty, or wet iron, and the contraction of the varnish on drying will cause minute cracks at such places and the iron destroying gases will find their way through these cracks and get between the iron and the non-adherent varnish.

Again, the varnish must be thoroughly dry before the iron is exposed to the weather. The varnish may be colored if the color does not interfere with the strength, continuity and elasticity of the protecting skin, but is best dispensed with.

UNDEVELOPED OCHRE DEPOSITS.

There are valuable deposits of colored earths in various parts ol the Dominion. As yet these are not worked to a very appreciable extent, the production amounting to about 5,015 tons per annum, the value of which is set at $34,675, but this industry promises to rapidly increase. This was almost entirely ochre, obtained near Three Rivers, Quebec. There is a good showing of the yellow ochre, and also of the deep red oxide of iron in Low township, Ottawa county. Here and elsewhere in the Laurentides, the inhabitants use the earth raw, or, at best, roughly burned, with success, for outside work and also for floors and other rough painting. In the Temiskaming, and also in the Eastern townships, there are small beds of these valuable pigments.

We recently reported that the United Paint Co., Dorchester, N.B., had received a sample barrel of a new and unique variety of red paint which John Ferguson and others have discovered in extensive quantities near Chaplin Island. The new substance is a reddish mineral, which is 95 per cent. pure oxide and 5 per cent. silica. It is said that all the preparation it needs is a mixture with oil, when it gives a glossy red coating to whatever it is applied to. Its color cannot be appreciably changed, although at white heat it darkens infinitesimally without losing any weight. The new paint is said to be not only fireproof, but it has no affinity for turpentine. When placed in a bottle with the latter, the paint precipitates on the sides, while the turpentine remains unmixed in the centre.

GOOD PAINT PAYS.

Owners of buildings should realize that it pays to use paint. A building or even a fence, costs money and repairs are expensive. The only way to preserve material in building is to protect it with paint. The weather and the sun then exert their destructive influences only upon the cheap, easily renewable covering.

As with the exterior, so with the interior; paint is cheap, clean, cheerful and easily renewable, and when soiled can be washed; and when, after long service, renewal is desired, a fresh coating makes it new, sweet and bright.

Pure lead begins to undergo chemical change from the moment it leaves the brush and change continues rapidly until it has crumbled from the painted surface. In the course of the decay it is washed off from roofs, houses and fences into the drinking water and is dusted off from doors, baseboards and window frames into the air of living rooms, to produce a thousand forms of mysterious ailments—the symptoms of lead poisoning.

The better qualities of mixed paint are the result of advancing civilization. It is as much out of date to-day for a painter to mix his paints, by rule of thumb as it would be for a western farmer to attack a hundred-acre wheat field with the sickle of Bible days. Everything nowadays is done, as far as possible, by unerring machinery, under the eyes of experts and the preparation of paint is no exception to the rule.

Painters object to ready-mixed paints, because they provide free some of the knowledge and time which the painter has for sale. Many thoughtful painters, however believe in mixed paints and one of them has published his belief that "the twentieth century painter will do very little mixing or preparing of paint in his shop."

A good mixed paint is always better than lead and oil alone, or than lead combined with tinting colors, and it is entirely safe to use.

BUILDING NEARLY COMPLETED.

The new corroding plant and paint and dry color factory of the Brandram-Henderson Co., Montreal, is nearly completed. The dimensions of the new building are 300 by 150 feet, and is situated on the main line of the C.P.R.

Moore's Pure Linseed Oil H.C. Paint

Mr. Dealer! your permanent business in paints depends upon quality and nothing else. We have worked hard for many years to make the best in paints and colors, and we believe we have justly earned that reputation. It is our aim to maintain a standard of quality reached by no other house. In

Moore's Pure Linseed Oil H.C. Paint

we have produced a paint which, by most careful tests and comparisons is not equalled for covering capacity and durability by any other prepared paint on the Canadian market. We believe we are giving 10 to 15% better value than any other paint manufacturer in Canada. Our policy is to give good goods at the lowest possible price, cutting out to a large extent the extra cost of elaborate advertising or advertising on a patent medicine scale, thus saving to the consumer the cost of such elaborate advertising. Let us send you our Color Cards and prices before placing your spring order.

Muresco Wall Finish

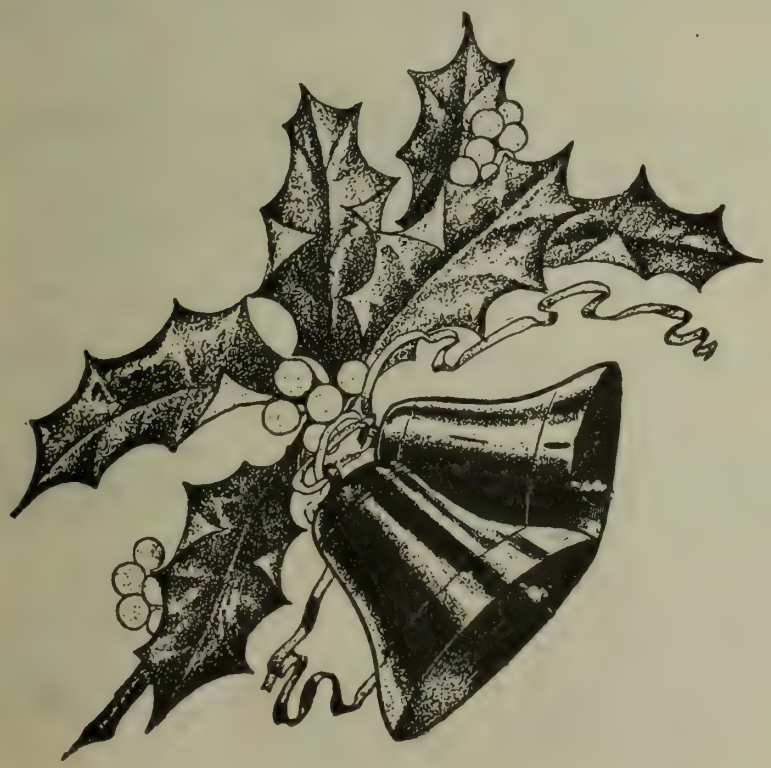
has been found a most profitable line by a large number of hardwaremen.

Why not write us about a stock to meet the big spring demand?

BENJAMIN MOORE & CO., LIMITED

FORMERLY THE FRANCIS-FROST CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA. New York, Chicago, Cleveland, Carteret, N.J.



To Our Numerous

Customers and Friends

We wish

A Merry Christmas

and a

Happy New Year

and may you
sell more of

Jamieson's Paints and Varnishes

During 1908 than ever before.

R. C. JAMIESON & CO., - - MONTREAL

Pure Paint Is Profitable Paint!

NEW ERA PAINT

Is Perfectly Pure Paint

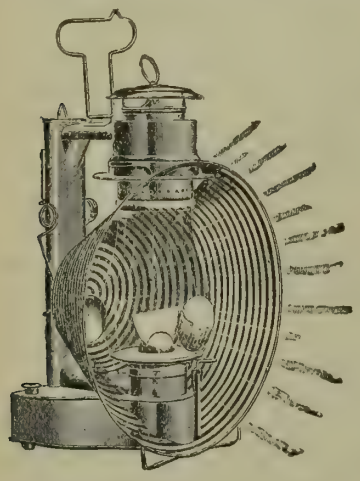
For purity, for lasting lustre, and for good body, no paint on the market can equal New Era Paint. Every hardware merchant is invited to inquire about it before placing his spring orders.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

E. T. WRIGHT & CO., Hamilton, Canada.

Manufacturers of the largest line of lanterns under the British flag. We make lanterns for the farmer, the artisan, the horseman and the railway company. Ask for and accept only WRIGHT'S make of lanterns. They are the best.



No. 20, Searchlight, Pattern 1905.

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE ***GUARANTEED*** WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

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THE ERECTION AND REPAIR OF

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is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

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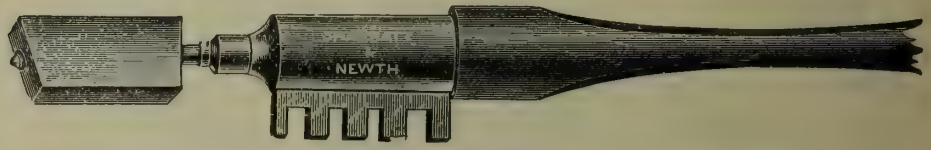
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

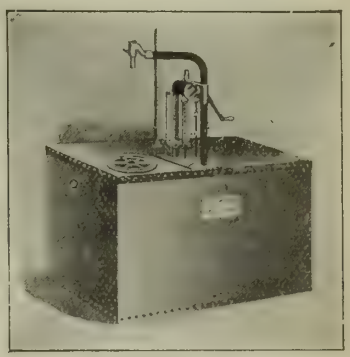
A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

MAKE MORE MONEY

Your oils can be made a source of greater profit if you stop the losses from leakage, evaporation and waste. These losses can be effectually stopped by storing the oils in

BOWSER SELF-MEASURING OIL TANKS



CUT 9.—FIRST FLOOR TANK FOR HEAVY OILS

Bowser Tanks prevent gasolene from evaporating, linseed oil from sticking and gumming, and stop the leakage and seepage of all oils.

Putting your money in a Bowser means putting more of it in your own pocket.

Catalog V describes the Bowser Outfits for all oils. Write for it to-day, and start to make more money.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English For all — FALCON TRADE MARK — Varnish Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

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Leading lines of reliable goods.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

December 20, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 11	0 12
Hallett'	0 11	0 12

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial,genuine 60c.; Imperial Tough, 66c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot...........	14 75	14 00
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz......		25 00
Plain, 16 oz., 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge......................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZEDSHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 95	3 80	3 95	....
22 - 24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28........	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. .... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron..	20 50	21 00
Summerlee, " ..	24 50	25 00
" soft " ..	24 00	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 00
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron........	30 00	31 00
Lowmoor iron...............		6 50
Angles..............		2 65
Common bar, per 100 lb......	2 15	2 25
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel......		0 12
Mining cast steel....		0 08
Warranted cast steel....		0 14
Annealed cast steel....		0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 $38 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 50
IX, 14x20 "	8 00
IXX, 14 x 20 base	9 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 7 50

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	4 00	4 25
Bar, "	4 25	4 50
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks....................	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08½
Light brass................	0 06	0 06
Tea lead	0 03½	0 02¼
Heavy lead................	0 03	0 02¾
Scrap zinc	0 03	0 03
No. 1 scrap iron	12 00	10 00
" 2 wrought "	....	5 50
Machinery cast scrap ...	15 00	15 00
Stove plate................	12 00	13 00
Malleable and steel	9 00	8 00
Old rubbers....	0 09	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B .M, 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35

Square head brass cocks, 45; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon,Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 10 p.c. off.
Lead waste, 10 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 58	¼ inch........	3 41
⅜ "	2 58	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 1[illegible]	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 21½
Wiping........................	0 21	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead........	0 08
Lump olive..........	0 01¾

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		....	0 08
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 1[illegible]
French "	"	....	0 08
Marine black	"	....	0 04
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

Clauss Brand Paper Hangers' Shears

Fully Warranted

Hand forged from finest steel and welded on our composition metal, hardened in water and tempered by natural gas. This shear is made purposely for paper hangers' use, and is more durable than others of its kind on the market. We cal special attention to this shear. Japan handles and finely finished blades. Ask for discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 40	2 55
Fine orange	2 2[illegible]	2 35
Medium orange, No. 1	2 00	2 15

TURPENTINE AND OIL.

Prime white petroleum per gal		0 14
Water white "		0 15½
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 70	0 70
Linseed Oil, raw	0 59	0 60
" " boiled	0 62	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb

Canadian pure	6 75
No. 1 Canadian	6 50
Munro's Select Flake White	7 25
Elephant and Decorators' Pure	7 25
Monarch	7 40
Standard Decorator's	7 15
Essex Genuine	6 80
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure lead	7 25
Sanderson Pearcy's	7 25
Robertson's C.P., lead	7 20

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 85
No. 1, 100 lb. kegs, per cwt	6 35

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oiloloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000.		
Blue metallic, 9"x4½"x3", ex wharf		35 00
Stable pavers, 12"x6"x2", ex wharf		50 00
Stable pavers, 9"x4½"x3", ex wharf		36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7 25
" " 5-in., "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5	per gross		2 65
5-16 x 5	"		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nicholson	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill........................ 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler s ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each.................. 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

		doz. pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail................	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNATHS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb....................... 0 12½
Brook's...................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts..................	55 and 5
Bolt Ends....................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller, $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No. 2 and larger, $4; "X.L." featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d........................	4 00	3 55
3d........................	3 15	3 25
4 and 5d..................	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 12½ per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVER-WARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymour's, discount 60 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety "	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz........ 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6′ to 11′, 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging o. papering, 10c

FENCE STAPLES.

Bright. ..... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 40

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose, per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops		1 25
"900" mops		1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style........per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style........per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHBOARDS.

Cane's, per doz........ 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross	...	7 80
" " "	....	9 60

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

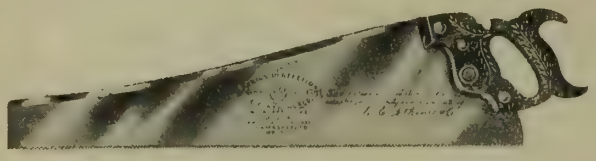
STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	28 00

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

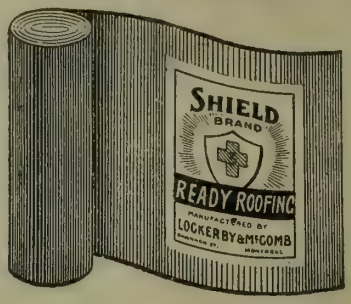
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Factory and Office, Hamilton, Ont.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

THE

"General" and the "Shirreff"

Steel-Knife Food Choppers

are the most satisfactory food choppers on any market. The knives are of steel, self-sharpening and non-rustable, and cut to any degree of fineness or coarseness desired.

Write now about the PROFITS!

Shirreff Mfg. Co., Ltd.,

Brockville, Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

Something New in Rakes

We have patented, and are the exclusive manufacturers of a greatly improved wooden hay-rake. The main stem of the handle and the braces are sawn in ONE PIECE.

EUREKA RAKES

are therefore much stronger than the other kind. Instead of being stuck in a round hole, the handle of a "Eureka" Rake is attached to the head in a mortised hole. Every up-to-date dealer should know about this money-making improvement.

WRITE NOW FOR INFORMATION.

J. H. Still Manufacturing Co.
Limited

ST. THOMAS, ONTARIO

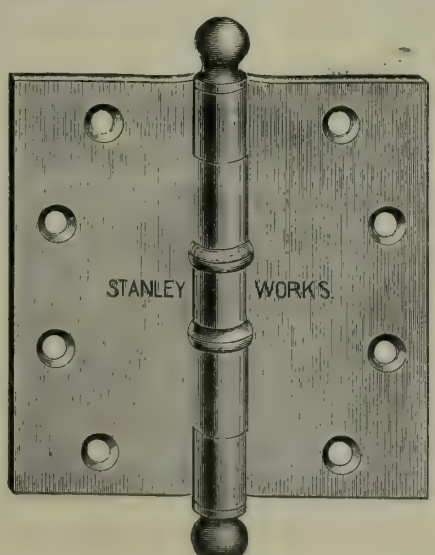
MANY OF THE BEST ARCHITECTS ARE SPECIFYING

Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. *DEALERS SHOULD HAVE THEM IN STOCK.*

CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE OF WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION

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FOR SALE BY LEADING JOBBERS.

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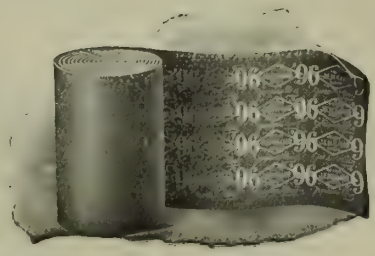

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ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

"Galt, Canada"

It is usually accepted that goods bearing this stamp are of highest grade, and no other company here has done more to make the above true in every sense than we have done.

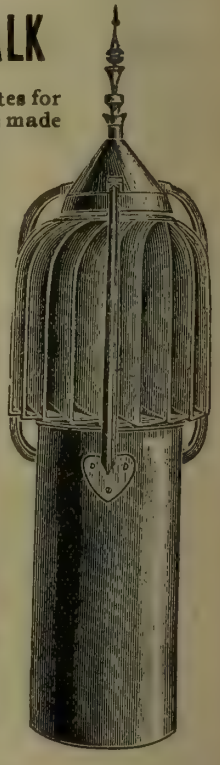
McDougall Pumps are standard—Quality first, then price to fit, and the combination is hard to beat.

Now, will you please come in and talk it over? We can do it by mail.

The R. McDougall Co., Limited

GALT, - CANADA

A COMMON SENSE TALK



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa University,
Ottawa, May 30th, 1901.
Messrs. J. W. Harris Co., Limited, Montreal.
Dear Sirs:—Your "Aeolian" Ventilators placed on our University three years since have given us entire satisfaction. Brother Normand

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer Black Sheets,
Wellsville Polish Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New Method Processes.

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

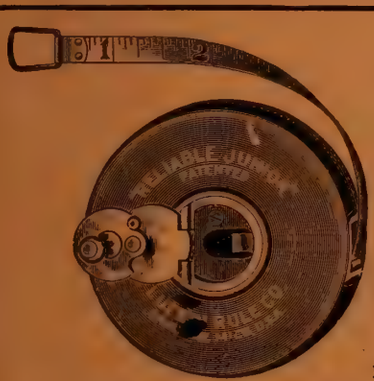
MONTREAL, CANADA

Every Dealer Should Sell Walker Corkscrews

Our genuine Stag Handles are great sellers for the Holiday Trade. Order now so as to have stock in time.

We are the largest manufacturers of Corkscrews in the world, therefore have the best goods and finest assortment to pick from.

ERIE SPECIALTY CO., Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1858 — Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Lowest Prices for Immediate Shipments

From Stock or to Import

"S. S." & "V. M." Brands ZINC SPELTER.
"L. & F." Brand INGOT TIN.
INGOT COPPER.
SHEET ZINC.
"HOMCO" Brand CASTOR OILS.
SOFT SOAPS.
"F. B. & W." Brand RED LEAD.
" ORANGE MINERAL.
" LITHARGE (Ground or Flake.)
" DRY WHITE LEAD.
GILDERS WHITING.
BURMAN'S HORSE and TOILET CLIPPERS.

Send us your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL

"DON'T BORE—USE A TUBE"

Shelby Seamless Steel Tubing

We stock in Montreal and Toronto Tubes from 3/16-in. to 5-in. O.D., ranging in thickness from 22 Ga. to ½-in. wall.

Ask for stock sheet and prices.

Canadian Distributors:

John Millen & Son,

Limited

MONTREAL TORONTO VANCOUVER

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 28, 1907 NO. 52.

BUTCHERS' KNIVES

JOHN WILSONS CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

Forty Years of Steady Success for "Queen's Head"

Not yet equalled in quality.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL Managers, Canadian Branch.

"SOVEREIGN"

Boilers are Supreme

There is no doubt as to the supremacy of Sovereign Hot Water Boilers. The very fact that they possess so many points of superiority—so many improvements not found in other boilers—is sufficient proof. But there is more. There is the proof that hundreds of people are perfectly satisfied with them, and that scores of dealers have found them satisfactory and profitable to handle.

WRITE FOR OUR FREE BOOKLET.

"Simplified Heating." It is very interesting for dealers!

TAYLOR-FORBES CO., Ltd.

Head Office and Works: GUELPH, ONT.

TORONTO—1088 King Street West.
MONTREAL—122 Craig Street West
ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St.
QUEBEC, QUE.—The Mechanics Supply Company
WINNIPEG—The Vulcan Iron Works, Limited.
VANCOUVER, B.C.—Boyd, Burns & Company.

Don't Wait for Something to Turn Up. Try a "WANT AD."

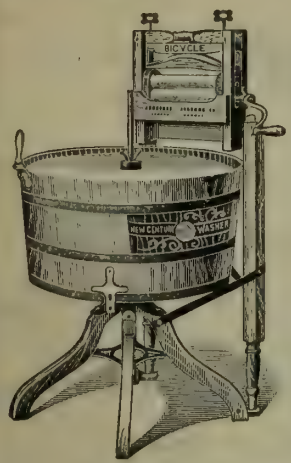
WE beg to extend to all our sincere and hearty thanks for your liberal patronage during the year and to wish you a most Happy and Prosperous New Year.

RICE LEWIS & SON

LIMITED

TORONTO.

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

ONEIDA GALVANIZED CHAIN

FOR ARC AND INCANDESCENT LAMP SUSPENSION

Uniform in Strength.

Always Flexible.

Runs Smoothly over any Standard Pulley.

Write for circulars and prices.

Heavily Galvanized

Rust proof.

The most durable and economical material on the market for the purpose.

Send for free sample to hang one lamp, stating length required.

Oneida Community, Ltd.

Niagara Falls, Ont.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

ARE BETTER

SCREWDRIVERS

No. 10 & 11—RATCHET, right and left hand and rigid

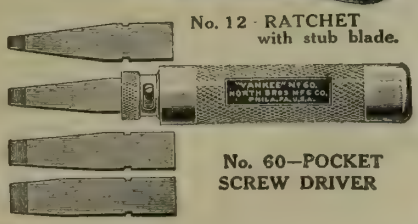
No. 15—RATCHET, with finger turn on blade.

No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.

CHUCK and 8 DRILL POINTS for spiral ratchet screw driver.

No. 12 RATCHET with stub blade.

COUNTERSINK for spiral ratchet screw driver.

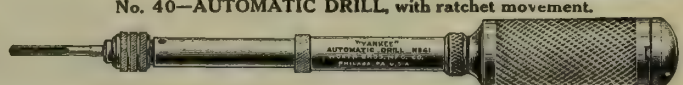


No. 60—POCKET SCREW DRIVER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

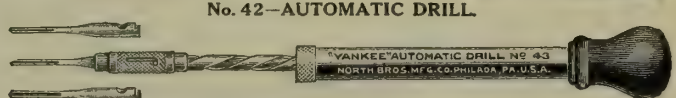
DRILLS

No. 40—AUTOMATIC DRILL, with ratchet movement.



No. 41—AUTOMATIC DRILL.

No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.

No. 44—AUTOMATIC DRILL, with adjustable tension on spring.

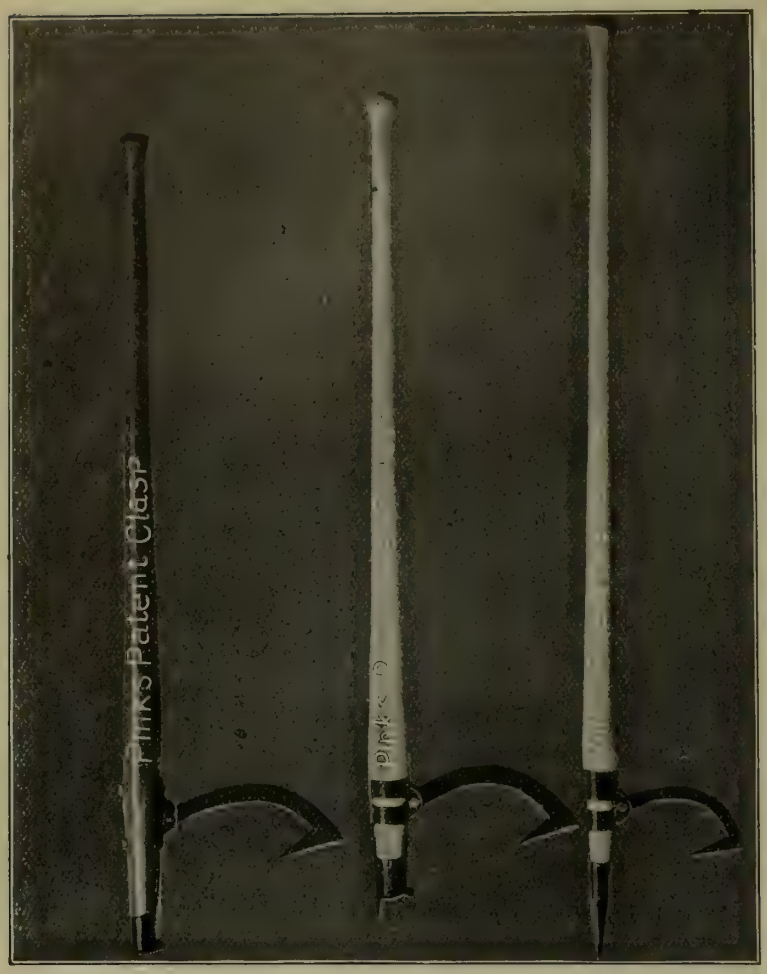
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS.

SEND FOR OUR NEW "YANKEE" TOOL BOOK.

NORTH BROS. MFG. CO.,

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

IRON PIPE

We can ship the following sizes at once from stock :

Black, 3/8", 1/2", 3/4", 1", 1 1/4", 1 1/2", 2"

Galvanized, 1/2", 3/4", 1", 1 1/4"

Prices Right

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. London, Eng.

To the Hardware Trade:—

The year just drawing to a close has been one of the most prosperous years for this Company (thanks to our good friends) and the outlook for 1908 is even better.

One would think from the reports in circulation that this country is on the verge of bankruptcy, and we hope that some of the "Doubting Thomases" will wake up and realize that we have the greatest country in the world.

The following is taken from a letter written by one of the largest manufacturers to their customers, and we think it is good reading, and if you are willing to become an optimist—TALK IT.

> Some people, (the pessimists) who really ought to know better, need an injection of CONFIDENCE three times a day, the dose to be continued until they become optimists. Being optimists we are happy: everybody should be optimists and happy.
>
> A pessimist is always unhappy, worries about every little thing and if there is nothing to worry about he frets because there isn't, and pokes around in every hole and corner looking for things to find fault about. The optimist starts the day with gladness in his heart, a smile on his face, and enjoys every moment of the day. An investment in optimism will give better returns than anything else. Optimism is like love, it can't be bought, and it is also as free as the air. Any old pessimist can exist, but it takes an optimist to really LIVE.

With Season's Greetings, we are,

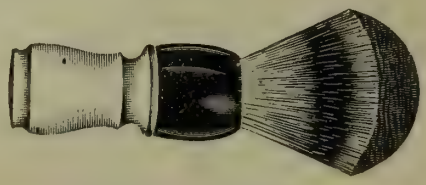
Respectfully yours,

LEWIS BROS. LIMITED

Montreal, Dec. 28th, 1907.

Shaving Soap and Brushes

Traveller's Bar



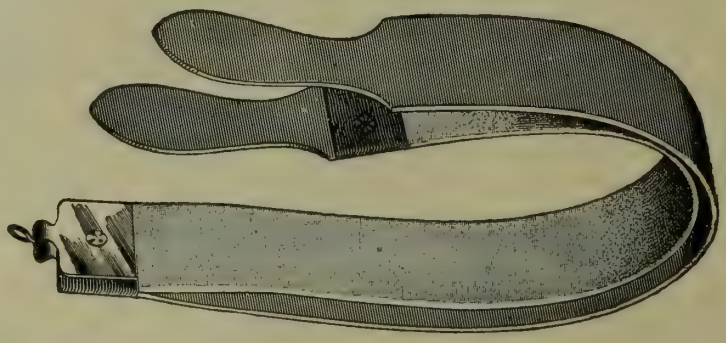
No. 810 Lather Brush

For a full line of Lather Brushes see our general catalogue

Barber's Bar and Quick and Easy

Razor Strops

Combination Single or Double Leather.



Razor Strops

Leather and Canvas

JOHN ENGSTROM GENUINE SWEDISH

RAZORS

HINDOO, Our Own Brand
Second to None.

KING CUTTER, the Barber's Standard

FOR SALE BY

Wood, Vallance & Co., Hamilton, Ont.

GEO. D. WOOD & CO., Winnipeg, Man.
WOOD, VALLANCE & LEGGAT, Limited, Vancouver, B.C.
WOOD, VALLANCE HARDWARE CO., Limited, Nelson, B.C.
TORONTO OFFICE, 94 Bay Street

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

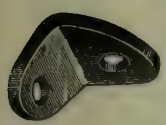
Wholesale Only

Send us your Mail and Telegram Orders.

SPORTING GOODS

Filling Letter and Telegram Orders our specialty.

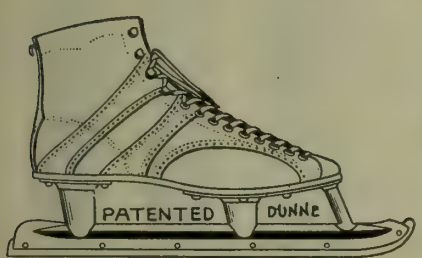
Starr Manufacturing Co.—Hockey Skates.



Toe Brackets.

Henry Boker & Co.—Hockey Skates.

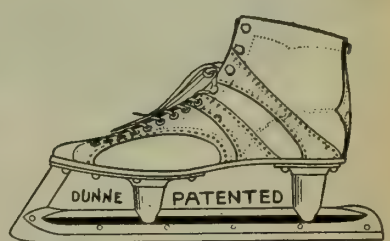
Heel Brackets.



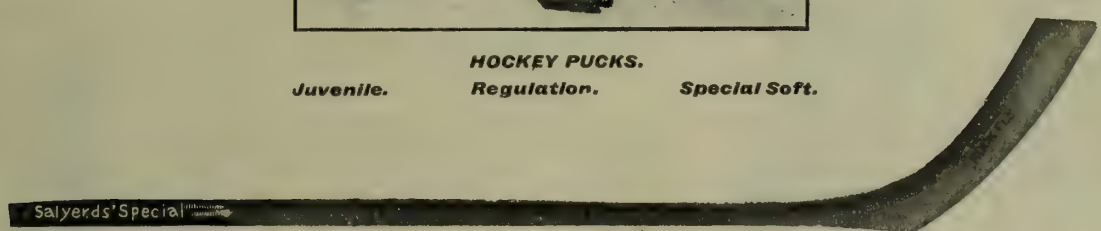
Dunne's—Racing Skates, Round Tubes.

HOCKEY PUCKS.

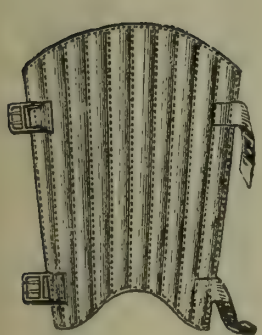
Juvenile. ***Regulation.*** ***Special Soft.***



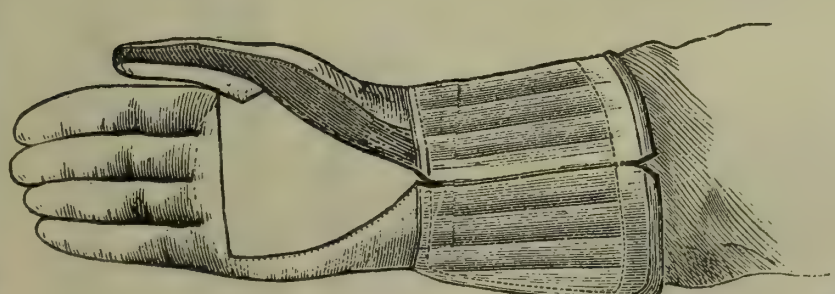
Dunne's—Hockey Skates, Diamond Tube.



Salyerd's—Hockey Sticks, Men's and Boys'.
"Mic-Mac" " " " " " "



Shin Guards.



HOCKEY OR LACROSSE GAUNTLETS.
Right and Left.

Ankle Supports.

For a Complete Line of above see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

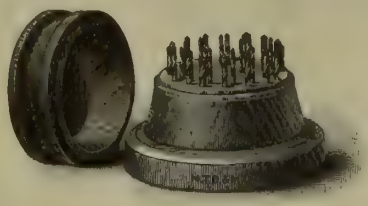
GRAHAM WIRE NAILS ARE THE BEST

Our Prices are Right

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

We Ship Promptly

MORSE TWIST DRILLS



Jeweller's, No. 10

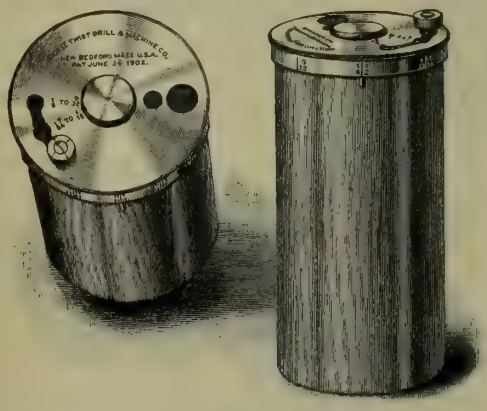
We guarantee perfect goods in all lines of **Morse** Drills, and stand by them. They are recognized as the standard for design, accuracy and quality. We are **Canadian Agents** for **Morse** goods.

Bit Stock, No. 14

No. 102B No. 104 No. 102

F. & W.

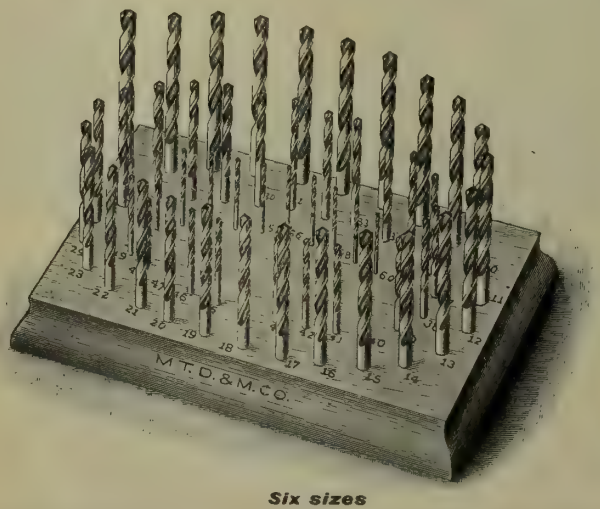
FROTHINGHAM & WORKMAN, LIMITED
MONTREAL, CANADA



Index Cases, 5 sizes

These lines are fully illustrated on pages **117** to **125** of our general loose-leaf catalogue.

ASK FOR OUR PRICES



Six sizes

Steel Sleeve No. 100B | Steel Socket No. 100A | No. 111 | No. 109E | No. 105

You Should Make up Your Mind

to handle only the best lawn mowers next season.

There is no money **in the long run** in handling cheap goods You may make more money at first from your sales but lose it again through dissatisfied customers making repairs, and possibly loss of business.

No such trouble will be experienced if you stock **"Woodyatt"** and **"Star"** lawn mowers. They are made of the highest grade of material and skilled workmanship is employed in their manufacture.

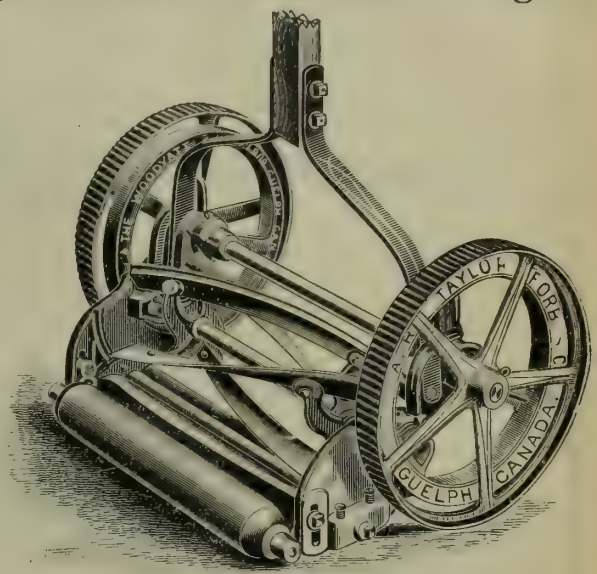
We have examined many makes of lawn mowers and do not know of others that give better **value for the money.**

"Woodyatt" and "Star" mowers **sell well,** and their buyers remain satisfied users.

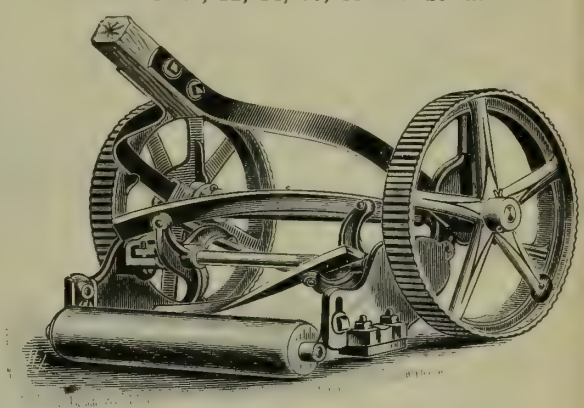
Place your **orders early** and make sure of getting your mowers for the opening of the spring business.

We have **other mowers** and a large line of goods useful in keeping lawns in repair.

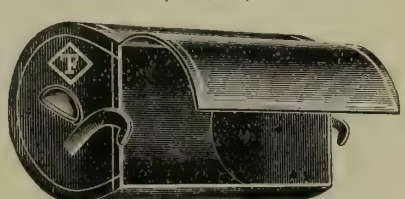
Ask our travellers about them.



"Woodyatt" Lawn Mowers.
Five sizes, 12, 14, 16, 18 and 20 in.



"Star" Lawn Mowers.
Three sizes, 12, 14, and 16 in.



Galvanized Iron Grass Catchers fitting "Woodyatt" and "Star" Lawn Mowers.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. **Warehouse at WINNIPEG, CANADA.**

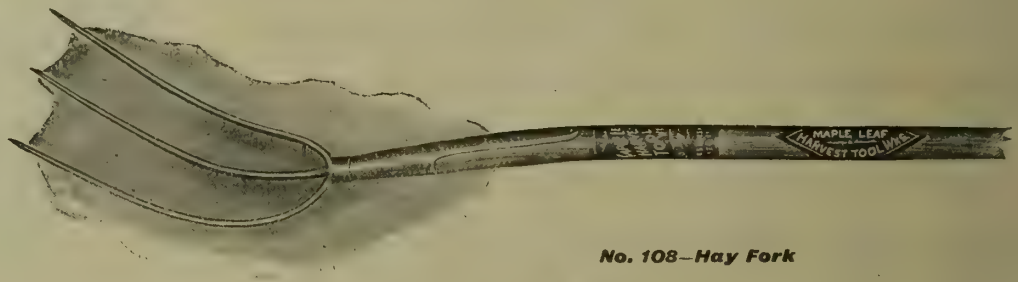
Showrooms, TORONTO, 77 York Street. **OTTAWA, Holbrook Chambers.** **QUEBEC.** **FRASERVILLE.**

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

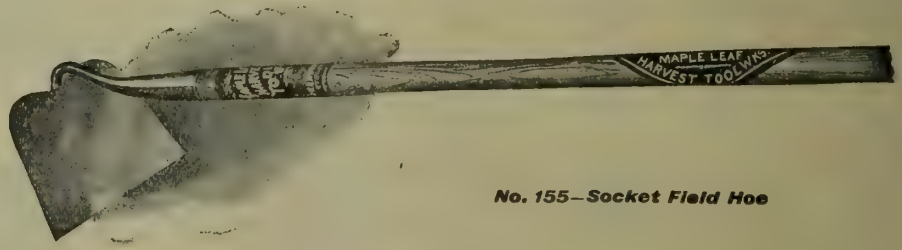
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.

No. 122—Manure Fork



No. 108—Hay Fork

No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

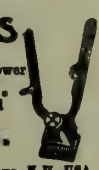
BUYER'S GUIDE

INDUSTRIAL BLUE BOOK
BUYERS' GUIDE OF CANADA, 1907 EDITION
MANUFACTURERS' LIST COMPANY
Publishers, Toronto, Canada. 199-819
Cloth bound 615 pages, Price $5.00.
SPECIAL OFFER
To the retail trade, $2.90 to January 1st, 1908, delivered.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

DOMESTIC HARDWARE

Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

G. BISHOP, Mary-Ann St., Birmingham

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

THE COLLINS MFG. CO. TORONTO
We are headquarters for stove Pipe Thimbles. We are makers of the Genuine Patent Asbestos Fire Proof Thimble. Ask for our latest improved make, called the "Frigid," **it's a good one.** A good thimble is one of the most important parts of the building. Write us for Catalogue.

METAL STAMPING.

SHEET METAL STAMPING.
Hardware specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

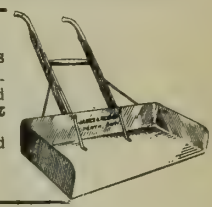
RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.

Do the work of 5 men
Skating Rink Scrapers
Dozens in use all over Canada. For particulars and prices, write **JAMES & REID, PERTH, ONT.**
Sole manufacturers and inventors.
Hammered like a saw.


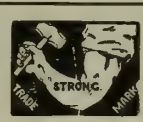
SOIL PIPE.

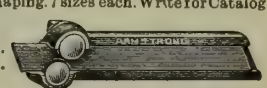
FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog


Armstrong Bros. Tool Co.
1,6 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
Manufacturers of every description of Wire Goods, Railings, Fencing, Wire Guards, Coarse Wire Cloth, Heavy Coal, Builders' and Miners' Screens, etc.
PARTRIDGE & SONS - Proprietors

THE IDEAL NEW YEAR'S GIFT
BUSY MAN'S MAGAZINE

That's right, because it's a present that lasts throughout the year, giving the recipient increased delight with every passing month. Busy Man's is not an ordinary magazine. It's a magazine which contains every month the **very cream** of the contents of the world's many magazines, an easy-to-get-at index of their other contents, besides specially-written articles on Canadian topics by the best Canadian writers.

Here is what Mr. C. Edgar Wood, Sales Manager of The Dominion Cartridge Company, Montreal, says about Busy Man's ; and his opinion is shared by hundreds of others :

"I cannot resist telling you how well I like the Busy Man's Magazine. It is the only publication that I keep a file of; in fact, I have to, because practically every article in the various issues has been blue-pencilled by me for future reference. I have never found, under one cover, so much that will interest a business man. You have certainly succeeded in obtaining all of the articles of value from the principal magazines of the world, and as a consequence, I have not only been enabled to save a great deal of time by reading your magazine, but also a great deal of money. For instance, I had subscribed for thirty-two different publications, and I now find that The Busy Man's Magazine covers the gist of the majority of them. It is with a great deal of pleasure that I note your addition of articles on Canadian subjects by Canadian writers."

Have you an employee or Business Associate to whom you wish to give a New Year's gift ? The best, the most useful gift you can make him is to take advantage of our **special offer** and have us send him Busy Man's Magazine for one year, with a copy of the beautiful Christmas Number free. You can make this ideal gift to any number of people, and **the more you give the less the cost of each individual gift.**

One Subscription (including free Christmas Number) costs	**$2.00**
Two Subscriptions " " " " "	**1.50 each**
Four and more Subscriptions " " "	**1.00 each**

This means that for four dollars you can give four friends a present which they will receive and appreciate every month during the year.

This is the card which goes with each Christmas number, telling your friend of your gift.

With the Season's Compliments

Mr. _____

in extending to you the Season's Greetings, requests the MacLean Publishing Company to announce that Busy Man's Magazine will be sent to you for one year commencing with the January number, 1908.

The publishers wish to join in the hope that you will receive from every number the same enjoyment that prompted the gift.

To _____

Send in Your Orders Now

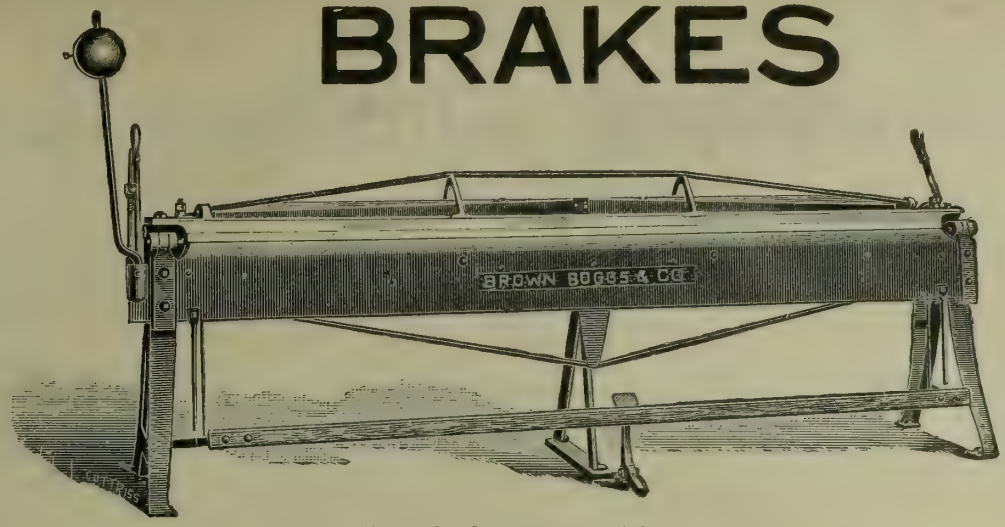
Just send in the list of names and addresses, plainly written, and the money according to the number of names, and we'll do the rest. Your friend will look you up and express his keen appreciation of your choice of a gift. Don't hesitate. Do it now !

SEND TO OUR NEAREST OFFICE

THE BUSY MAN'S MAGAZINE

TORONTO MONTREAL WINNIPEG LONDON, ENG.

BRAKES



Our No. 7, for 24 gauge and lighter.

It don't **PAY** you to **BUY** eavetrough when you can secure one of our all **IRON** and **STEEL** brakes at such a low cost. **NOW** is the **APPOINTED** time to make up your Spring stock. Our **No. 7** machine will pay for itself in **ONE SEASON**. We also make a full line of **HEAVIER** brakes. Write for catalogue and prices.

The BROWN, BOGGS CO., Limited, Hamilton, Ont.

Manufacturers of TINSMITHS' TOOLS, PRESSES and DIES, CANNING MACHINERY.

A Merry Christmas and A Happy and Prosperous New Year to you All

The Capewell Horse Nail Co., Toronto, Winnipeg and Vancouver

Sales Department:

James Crothers
F. P. Hearns
Frank S. May
C. Ardies
A.W. Kennedy

Leon W. Jennings
W. A. Dean
T. P. S. Powers
W. T. Crosby
W. S. Erskine

Chas. H. Fleming

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

Steel Fishing Rods

GOOD SEASON. There is every indication that the coming season will be a good fishing tackle season. Right now is the time to go over your stock carefully and see if you have as many "BRISTOLS" as you need. Remember that our advertising campaign in big magazines, national weeklies, sporting journals and boys' publications having over twenty-five million readers, is sure to make a splendid "BRISTOL" season. Are you ready and do you want the business? Put up the "BRISTOL" sign and the people who are looking for "BRISTOL" Rods will come to you.

Beautiful Translucent Signs, Calendars and Catalogues, also fine fishing cuts, booklets and other advertising material for the progressive dealer. "BRISTOLS" sell. They are not dead stock. They make money for the dealer because there is a steadily growing market for them. Order more "BRISTOLS." You will need them.

THE HORTON MFG. CO., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.

What About NEXT Year?

Have you been dissatisfied with your trade in sheet metal building materials this year? Have you found a lack of consideration for YOUR welfare, on the part of manufacturers you have dealt with? Has your turnover been small and your profit inadequate?

If so, we want you to try our "Acorn Quality" line next year. Our first aim is to co-operate with our dealers in every possible way and we know that you will be better satisfied, if you handle our goods exclusively. We make everything in sheet metal building goods

AND

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG

Ellis & Grogan, CALGARY — Wm. N. O'Neill & Co., VANCOUVER

Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. *MADE OF SIMONDS STEEL.* It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada. Every saw fully warranted.

Simonds Canada Saw Co., Ltd.

MONTREAL, Que.

Toronto, Ont. St. John, N.B.

BANNER COLD BLAST LANTERNS

Attractive. Substantial. Made from heavy tin plates. The most up-to-date and reliable lantern on the market. Sold by all prominent Jobbers. Orders solicited through the Jobbing Trade. Manufactured by

ONTARIO LANTERN AND LAMP CO.

HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.

We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-grade and exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge St.

Write for Catalogue

TORONTO, ONT.

Atkin's

Silver Steel Saws

Are just as good as they look to be

Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Factory and Office, Hamilton, Ont.

The Long and the Short of It

"IT" MEANS

THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

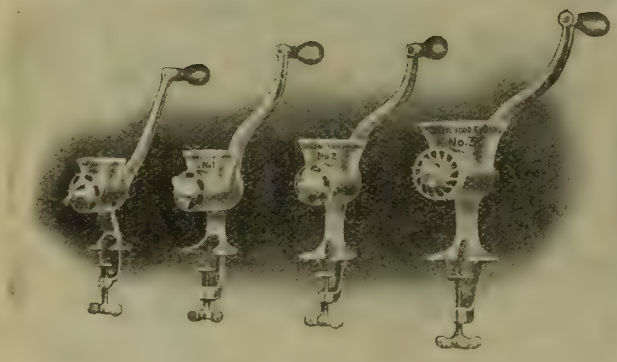
THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL



You Are Unjust To Yourself

if you are unacquainted with the

"GENERAL" and the "SHIRREFF"
STEEL KNIFE FOOD CHOPPERS

There are two exclusive features about them, which, apart from their many other points of merit, will sell the "General" and the "Shirreff" on sight. These features are—non-rusting steel knives, which are also self-sharpening. Why not write for our list anyway?

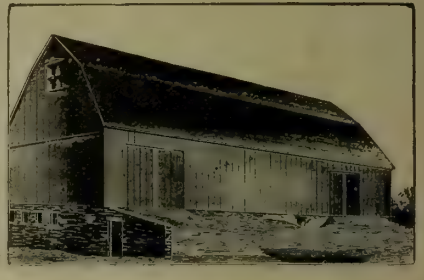
Shirreff Mfg. Co., Ltd.

Brockville, Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet



Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

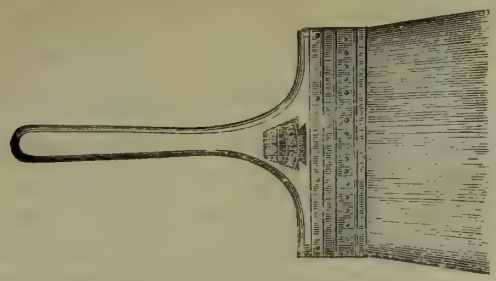
"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation.. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited



Have you bought your

WHITE-WASH AND KALSOMINE

BRUSHES

for spring trade?

We have

THE BEST RANGE

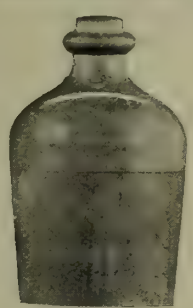
of popular priced lines on the market

They have the quality.
They have the value.
They have the finish.

Stevens-Hepner Company
Limited

Port Elgin, Ontario

Nothing Sure But Death and Tax.



Our Tacks are sure as the other kind. Sure, clean cut, sharp pointed, good headed, business-all-the-way-through Carpet Tacks.

Sold in special little banks as above to retail at 5c.

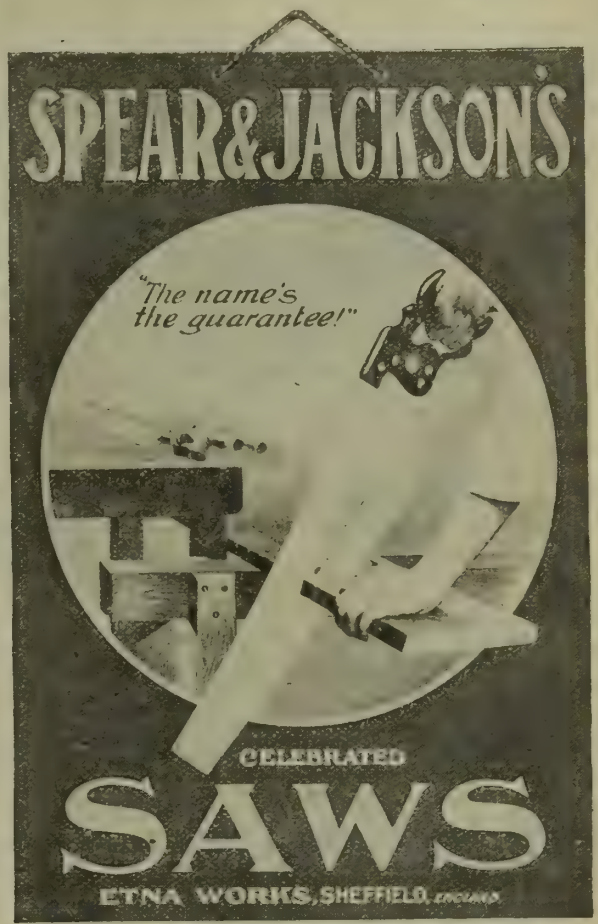
All sizes, blued and tinned.

Samples and Prices on request.

THE BAZIN MFG. CO.

94 Arago Street, QUEBEC

"THE NAME'S THE GUARANTEE"



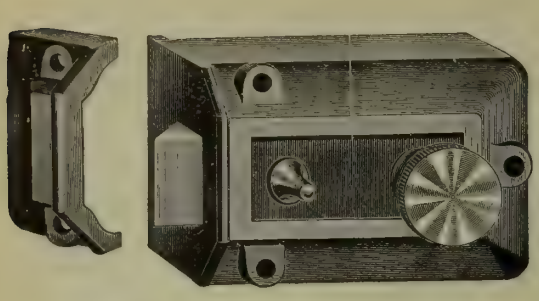
The above is a reproduction of our colored show card. If this cannot be obtained from the undermentioned wholesale houses, who carry our saws, we shall be glad to send on receipt of business card (free).

Messrs. Caverhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Absolutely The Hardest, Sharpest, Quickest Cutter And Most Economical

That's the

NORTON ALUNDUM GRINDING WHEEL

in a few words

Easily the best and most saleable wheel on the market. Will do more work in a given time, and last longer than any other, and we will prove it. Special inducements for dealers to handle.

THE CANADIAN FAIRBANKS COMPANY LIMITED

MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.

The Freezer the Women want

Dana Peerless Freezer
Write for catalogue

Dana Mop Wringer takes a woman off her knees.

We carry the largest stock of Asbestos Goods in Canada.

SPECIAL

Specialists on Cotton Waste.

We offer for one month only, subject to being unsold, F.O.B. our warehouse, net 30 days

1,000 BALES

BEST PLUMBERS' SPUN OAKUM

$3.20 per 100 lbs. **In any quantity.** **$3.20 per 100 lbs.**

CANADIAN ASBESTOS COMPANY, Dept. B.

Box 2277
Factory in Lachine

42-44-46-48 Youville Sq., MONTREAL

Phones—Main 332
" 611

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

IN ORDERING BE SURE AND SPECIFY FOR

BARBED WIRE

MADE IN

CANADA

Our Claim For

DOMINION WIRE MANUFACTURING CO'S

Barbed Wire

IS THAT IT IS EQUAL IN QUALITY TO THE BEST.

To ensure prompt deliveries in the spring, send in at an early date your specifications with shipping instructions and we will do the rest.

WHEN SENDING IN YOUR ORDER FOR BARBED WIRE DO NOT OVERLOOK THE NECESSARY QUANTITY OF STAPLES.

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

Handle the Right Handles !

Mr. Hardwareman, and you will make many friends. It is a well-known fact that the best all 'round wood for handle-making is good, clean Canadian white ash. That is the kind of wood—the very highest grade of it that we can attain—which is turned into our

Fork, Hoe, Shovel and Rake Handles

Every handle is a good one. In the line of

Horse Rakes

you cannot beat the "Pearson," "Climax," "Dictator" and "Champion" brands, because they are unbeatable.

We have an interesting price list. Why not send for it?

J. H. Still Manufacturing Co.

Limited

ST. THOMAS, ONTARIO

WHY?

Why is the **BUSY MAN'S MAGAZINE** the best publication in the magazine field?

Simply because each issue contains in addition to its original articles, the Cream, the Choicest and Best articles appearing in all other magazines and periodicals.

Take your favorite magazine, pick out the articles that interest you, then turn to the Busy Man's and you will find that these same articles appear in it.

Not only do the best articles in your favorite magazine appear in Busy Man's, but the live, up-to-date ones appearing in SCORES of publications which do not come your way.

Think of how interesting, entertaining and instructive this many-in-one magazine must be. Not a dull page in it; every page SELECT.

It is so interesting that not one per cent. of our thousands of readers discontinue their subscriptions. A post card giving us your address will bring you the unsolicited testimony of dozens of our readers.

We will send the Magazine till January 1st, 1909 (14 issues) for $2, the price of one year's subscription. This offer only holds good while the Christmas Number lasts.

Send us your order to-day

The Busy Man's Magazine
TORONTO

There is no ***DULL SEASON***
for the manufacturer who goes after

FOREIGN BUSINESS

It's the busy time in his line ***somewhere*** all the time.

We are helping manufacturers to secure export orders and would be glad to do the same for you.

Our Battery includes:

AMERICAN EXPORTER, English Edition
EXPORTADOR AMERICANO, Spanish Edition
DOMESTIC SUPPLEMENT, an export bulletin
Foreign Trade Service
Translation Department

AMERICAN EXPORTER

Established 1877 and Conducted by Export Specialists

135 William Street, New York

BOSTON ***PHILADELPHIA*** ***CLEVELAND*** ***DETROIT*** ***CHICAGO***

Handle a "Burstless" Rifle!

The trouble with a great many moderate-priced sporting rifles is that they are hastily constructed of inferior materials. The result is, frequent "accidents." **You** would not like to sell a rifle which is liable to burst and "shoot the shooter." Why not handle

HAMILTON RIFLES

which cannot burst? Although moderate in price, they are carefully constructed by skilled men. The metal parts are made of specially selected and tested rolled steel. Every rifle a practical and accurate fire-arm.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

THE WAGGONER EXTENSION LADDER

is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired Every painter, tinner, stacker and farmer needs one

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.
LONDON, - - CANADA
E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

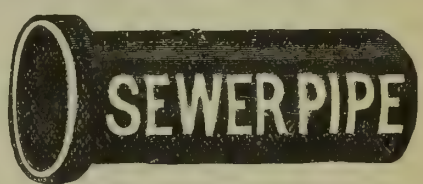
Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

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Get samples of these machines for your show room. They will interest your customers and prove a good investment.

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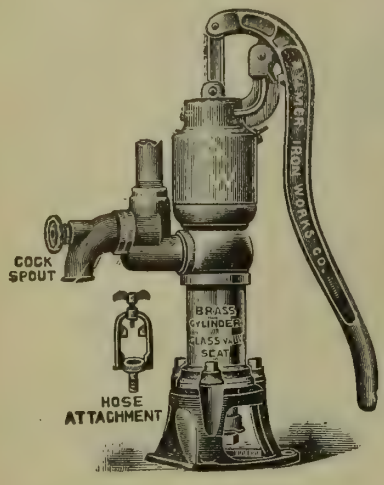

That's what it is. Two Brass Cylinders built on the same principle as our famous Double Acting Deep Well Pumps, throws a continuous stream and is made with a cock spout to force water to a Bathroom or through a line of hose to any place in the house. A trial of this pump will convince you that it is superior to all others on the market.

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"Dillon" Hinge-Stay Field Fence

It is the most durable and economical wire fence ever put on the market. It is almost indestructible. The reason is that the upright stays are hinged at the strand wires, thus preventing the fence from sagging.

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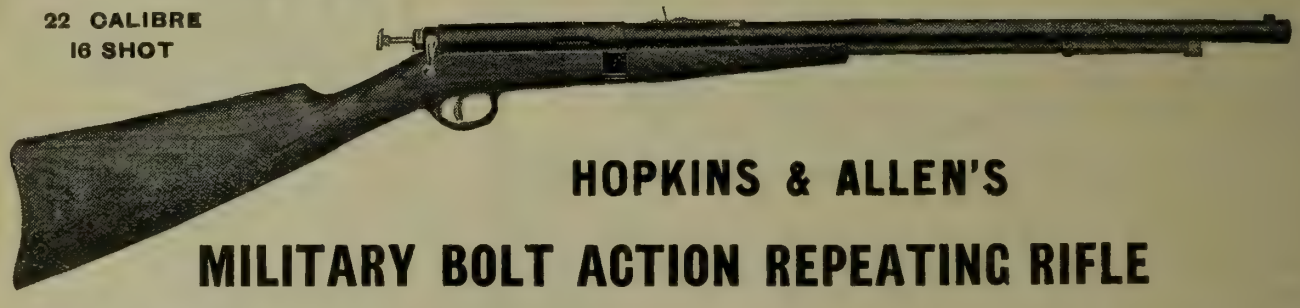

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PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.

Shows Bolt Drawn Back—Position for Ejecting Shells.

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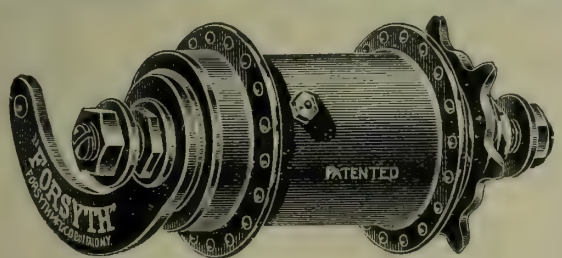
A Perfect Coaster Brake



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Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyer's Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

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Forsyth Manufacturing Co.

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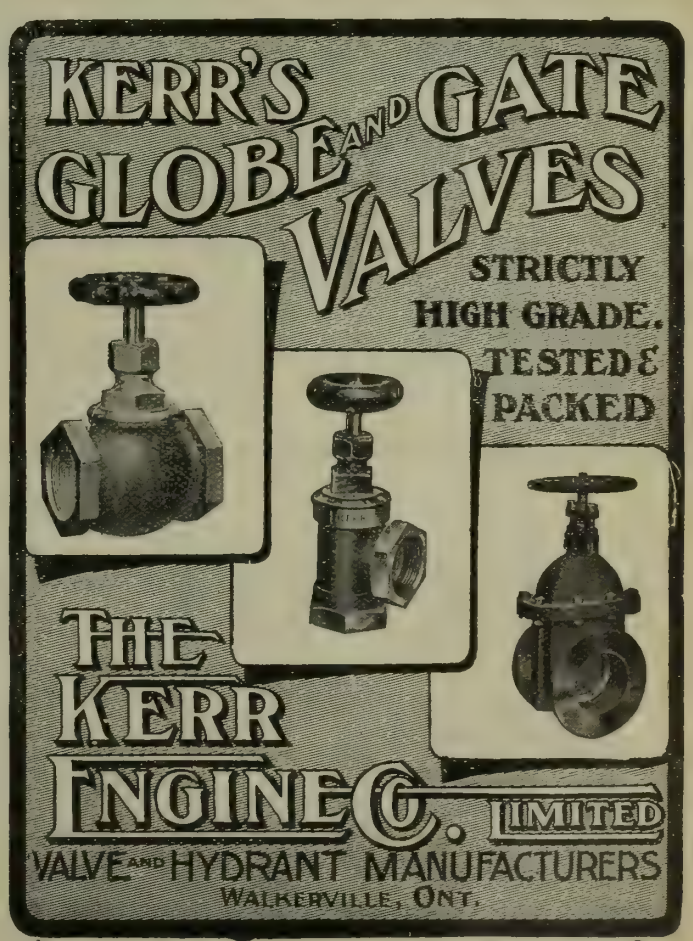
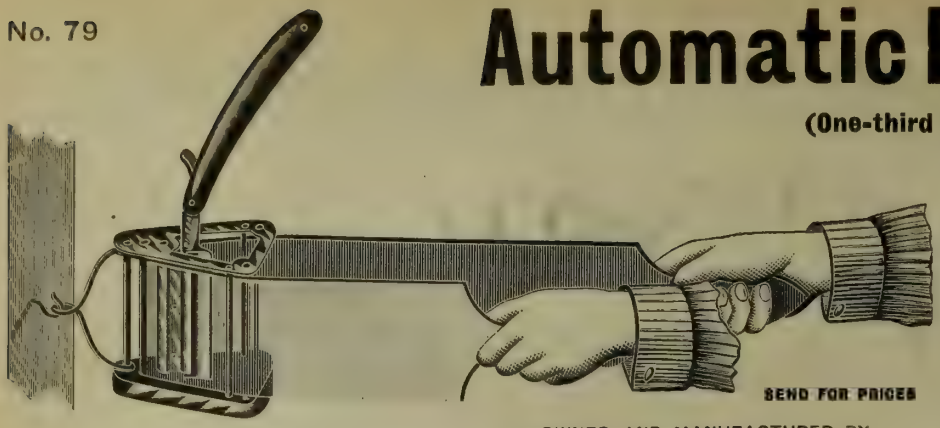
W. F. Canavan, 13 St. John Street, Montreal, Representative



No. 79

Automatic Razor Strop

(One-third Actual Size)



YOU CANNOT ROUND EDGE OF RAZOR OR CUT THE STROP

Not one in a hundred understands how to strop a razor perfectly. With this you can strop a razor in the dark as well as in the light. A boy can do it as well as a man.

No other strop will sharpen both sides so evenly and quickly.

Takes up less room and is more convenient to carry in a travelling bag than any other strop. Each one packed in a neat box with full directions.

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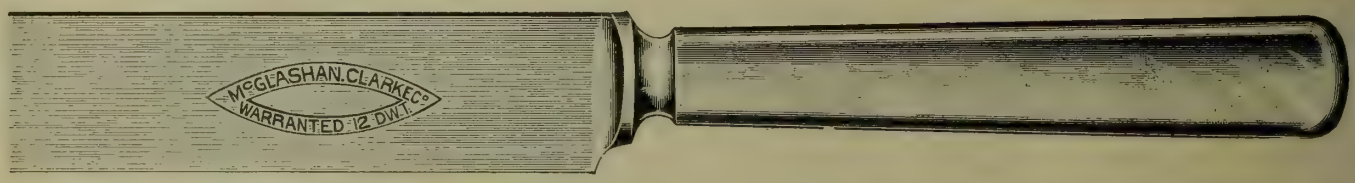

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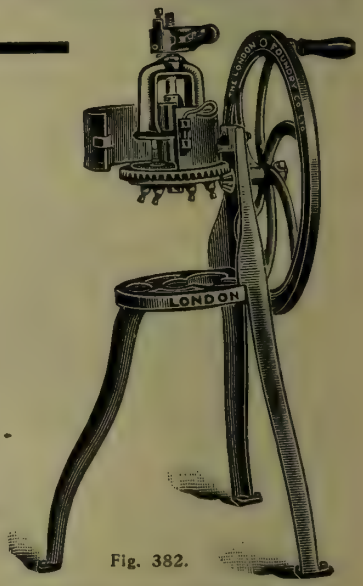
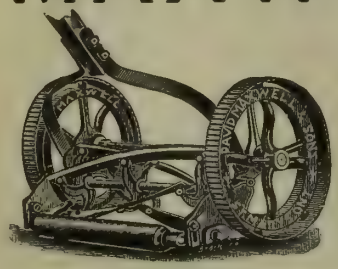


Fig. 382.

MAXWELL LAWN MOWER

A Summer Money Maker



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Gilbertson's Sheets
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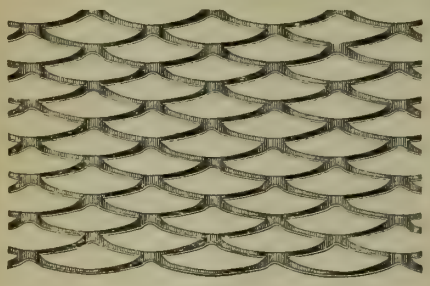

Strong, Rigid, Flat, Economical, Uniform, Durable

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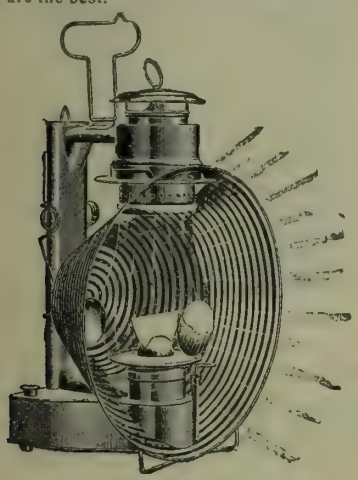

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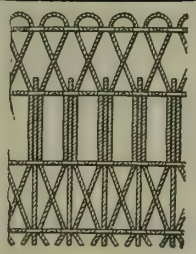

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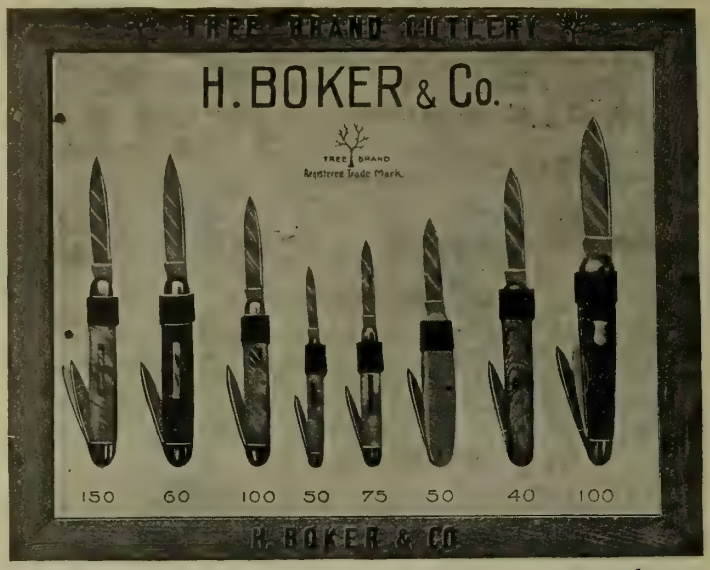

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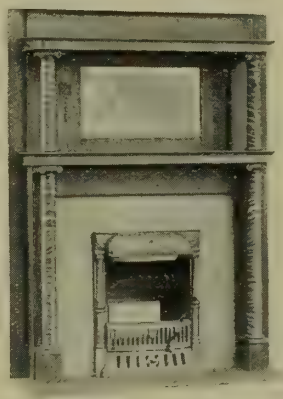

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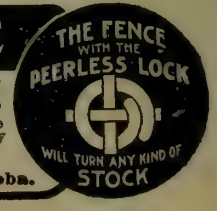

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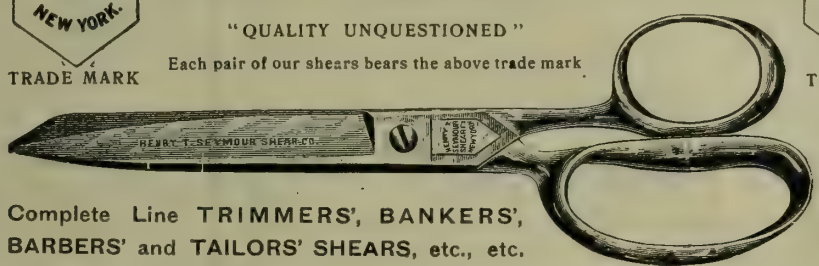

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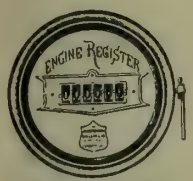
J. M. T. Steam Specialties and our General Brass and Iron Goods have that reputation of all that's good—They're built to last

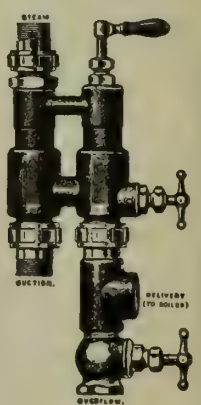
J.M.T.

The JAS. MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West, - - - - TORONTO



Engine Registers Steam Gauges, etc.



HANCOCK INSPIRATOR.

Hose Racks for Fire Protection.

Water Gauges, Steam Traps, etc.

Flue Scrapers and Brushes.

THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

$100 to $5,000 To Invest In Your Own Business Without Interest

A strange proposition, but a true one!

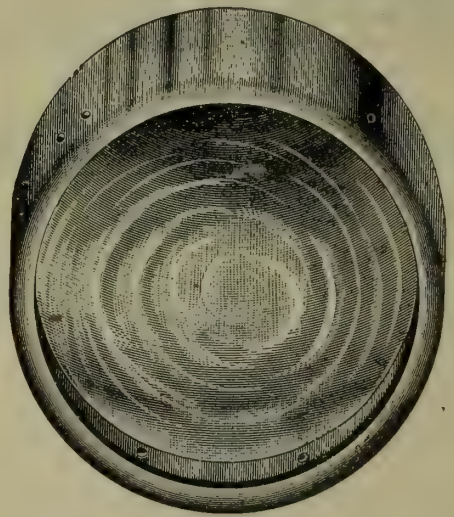
A dollar saved is a dollar earned, and if we can show you a saving in your stock of from $100.00 to $5,000.00 it is like having that much more money to invest—without interest—as you convert your stock into cash.

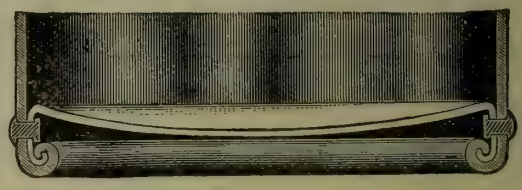
How many lines of Ammunition do you carry? A little of this, a little of that, and of course, to meet the demand, probably a full range of Dominion Ammunition, which means that with this last brand you can supply a load for every modern Fire-arm : Rifle, Pistol or Shot-gun—and give your customers a warranted and superior article. Have you ever figured up the amount tied up in the other kinds, those you keep on hand for a chance buyer? Have you figured that turned into cash this amount would allow you more pucrhasing power in other and perhaps more profitable lines?

Our Sales-manager will gladly go into this matter with any retailer or jobber, and show how it can be done.

Dominion Cartridge Co., Ltd., Montreal

MILK CAN TRIMMINGS





The Roll-rim has no sharp turns, therefore the grain of the meta is not broken, and having a broad wearing surface on the bottom i cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the Body of the Can. It is the neates[t] and strongest in appearance, and is supplied with Concave bottoms. By examining the cut, anyone can readily see that this style of construction makes it the strongest Bottom ever produced. They do not cost any more than inferior Bottoms. If you want to keep ahead of your competitors, use Kemp's Roll-rim Milk Can Bottoms.

COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS

Gallons	10	15	20	25	30	40
Case Lots, sets,	6	6	6	6	6	6

WRITE FOR PRICES AND DISCOUNT SHEETS.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott. Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee — The officers and H Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee — W. Stearman, Vancouver H. T. Kirk, New Westminster; R A. Ogilvie, Victoria

ONTARIO EXECUTIVE MEETING.

The Executive Committee of the Ontario Retail Hardware Association will hold its quarterly meeting at the Queen's Hotel, Toronto, on Tuesday, Dec. 31. Important matters will come before the executive for consideration and a full attendance is expected.

The annual convention will probably be held about Feb. 12 or 14, these dates being at a time when most merchants can attend without inconvenience. On account of the live stock show single fare and fare and one-third rates are obtainable at this time. A splendid program of entertainment will probably be arranged—even more elaborate than at previous gatherings.

The extension of the collections department will also be considered. This branch of the association's work has proven remarkably successful during 1907 but the executive has an offer from a legal firm to round off the collection letters with a legal letter, the charge for this being a merely nominal sum.

Letters from the various white lead manufacturers will also be laid before the executive. Several of the manufacturers express themselves as heartily in sympathy with the proposal that no second grade lead should be marked "No. 1."

Legislature matters to be considered include the parcels post C.O.D. measure, which is being pressed forward by the departmental store interests again, as well as the co-operative store bill laid over from the last session of the Dominion Parliament. The revision of the law govering the collection of debts by garnishee will also be considered.

Some complaints of manufacturers selling to consumers will be considered along with other trade evils, including all matters relating to the shipment of goods by rail or express.

ASSOCIATION ACTIVITY.

"I regret very much that I did not send the membership fee a year ago. What is the matter with the association? It seems to be on the wane." This extract from the letter of a hardware dealer who joined the Ontario Association during the past month pretty well explains itself. If the association "seems to be on the wane" it is the fault of the men in the trade who have been holding back their membership and support, letting a few big-hearted and broad-minded men do the work of the organization.

But the association is by no means "on the wane." Because there has been little shouting from the house tops during the summer and fall is no indication that the officers have been idle. The facts are that good progress has been made during this period and a satisfactory number of new members enrolled on the association books. If nothing else had been done the establishment of the "Collections Department" and its success is sufficient to show the value of the work done by the organization during 1907 and it is doubtful if there were ever so many satisfied members on the association books as at the present time.

This augers well for the association during 1908 as the coming year bids fair to be one which is likely to test the benefits of organization to a much greater extent than since the formation of the association. During "good times" many hardwaremen have felt that they could get along very well by acting alone, but with trade a little less active the necessity of organization will be more plain. On this subject the Metal Worker recently had the following to say:

"It would be better under lean year conditions for all the tradesmen to meet frequently in an association and discuss the situation and methods to meet or relieve it. Then the counsel of successful business men should be given freely and unselfishly to prevent demoralization of their own trade through price-cutting by others and to protect their less sagacious business associates from endangering their financial standing by price-cutting.

"There is no time in the experience of a business man when his loyal allegiance to an association is of greater benefit to himself and to his trade than when a cessation of trade seems imminent. Under such conditions a tradesman can discuss the situation in the association, and as the result of the information brought out all will be better prepared to avoid the pitfalls. In some associations it has been the custom to expend some effort in explaining to demoralizing factors and price-cutters, sound business principles, so that they will thoroughly understand sound commercial practice and leave their old habits of guessing at the cost and making it too low for the safer custom of figuring everything in the cost and adding a profit.

"An association with frequent meetings in which ideas are freely exchanged and the information of older, experienced and successful business men is freely given for the guidance of all, will have a large attendance and the practice of the precepts laid down is sure to contribute substantially in making a prosperous community where a high-class of goods is demanded and a high class of workmanship is furnished. This character of work invariably is satisfactory to the customer and enables the tradesman to meet his bills promptly and avoid selfish effort to secure his competitor's customers and cause hard feeling. Such a course of general education in any association should lead to the suggestions which can be followed by some if not all, and thus relieve the trade when difficult conditions arise."

NEW NAIL LIST SUGGESTED.

A correspondent has suggested that a practical matter which might be taken up by the Retail Hardware Association to advantage is the securing of the adoption of a new list on wire nails.

At present the lowest price is quoted on the least used sizes, the result being that price-cutting is encouraged and customers are annoyed when charged extra amounts for the smaller sizes.

The improvement suggested is that a new list be adopted by the manufacturers with prices ranging down from $4 for the smaller sizes instead of up from $2.25 for the larger nails.

The correspondent argues that the adoption of a new list on this basis would encourage dealers to secure better prices on this much cut line, as well as overcoming the necessity of explaining to customers that higher prices must be paid for the smaller sizes.

The suggestion seems worthy of consideration by the executive of the association.

J. R. Hambly, Barrie, first vice-president of the Ontario Retail Hardware Association, was a visitor at the Toronto office of Hardware and Metal on Thursday. Mr. Hambly reported the largest Saturday before Christmas trade in history but a poor Monday and Tuesday. Holiday trade, on the whole, has been very satisfactory.

What To Do Next Month

With Christmas dead and gone, and the new year opening out upon him, the retail merchant faces the necessary task of stock-taking. It is not a pleasant process by any means, and the bigger the store, the more laborious the work. But it has to be done, and the sooner the better.

The days are gone by now, or should be, when stock-taking, if not altogether ignored in a good many instances, was put off from time to time until further delay was impossible. Every merchant, no matter how small his business, knows the value of the annual inventory, for by it alone can he tell his exact profit and loss, the progress he has made in the year's trading, and put his stock in fighting trim for the next twelve months' battle. He, therefore, now, makes regular provision for the operation, and no better time can be found than in the lull which follows the Christmas rush. There is a slackness in business all the way round during the first month of the new year, the commercial operations of the country are moving slowly while the manifold wants of the new year have not yet pressed their claims upon the householder. Half-empty shelves give facilities for moving and counting stock that at other times are absent, and apart from that there can be no better send off to a new twelve months' trading than to have the books closed up, the old stock in clean and good order, and a comprehensive knowledge of the success or non-success of previous buying upon which to base future operations.

Best Time to Take Stock.

The latter part of January, or early in February is the best time to start taking stock, and the merchant having decided upon his date, it behoves him to get his business in as good shape as he can for the undertaking. He must, as it were, clear his decks for action. It is astonishing how the work of stock-taking can be lightened if a methodical and concerted attempt be made to get the accounts and the stock in the best possible trim. Let an effort be made to clear off the out-standing accounts, but let it be done diplomatically. Do not hold a pistol to the head of a customer, and peremptorily demand payment of an account when perhaps by a slack custom in getting in collections, he may have been encouraged in keeping the bill unpaid. To apply the curb suddenly after the reins have been held loosely for some time, upsets the temper of the best horse. There are methods, however, of collecting accounts that can be applied without fear of annoying the customer —except those who have no intention of paying, and these are best offended.

Laxity in Collecting.

Retail merchants are, in many cases, too slack in collecting accounts, and allow too long a credit. The human failing of taking an ell when an inch be given is observed in the payment of an account as it is in other directions. How often the remark may be heard: "I like dealing with so and so, he gives such long credit, and never worries me for the money." And yet how suicidal is the policy of long credit. Its ill effects may not be felt so much in times when money is circulating freely, but when there comes a tightness as at the present time, then the pinch is felt. A retail merchant should remember that he is not a banker, neither can he charge interest for the money out on his books, and therefore he cannot afford to carry his customers.

Take the outstanding accounts in hand at once. Write polite letters to the erring ones, pointing out that owing to stock-taking you wish to close up the books so far as possible, send a bill "in case they may have overlooked the previous one," and if possible make a friendly call in person. If the customer is known to have certain peculiarities of temper, use that method of attack least likely to offend. Be diplomatic, do not roughly handle any one, but make a strong attack upon them and the result will be surprising.

A Stock-taking Sale.

At the same time that attention is being paid to the accounts, a special attempt should be made to clear out all surplus Christmas and winter goods. Have a few bargain days if possible, and circularize the district well as to the discounts being offered. Make no half-hearted display. The advertising should be boldly done, and the discounts be driven with sledge hammer force into the minds of the readers. It is not policy to spoil the ship for a cent's worth of tar, and therefore, spare no effort to make the clearing out sale go well. Besides, the sale is an advertisement in itself. It will attract many people who may not otherwise deal in that special district; and customers may be gained by that means who would otherwise have taken no notice of the store. Most people are conservative in their buying. Once let them be pleased with a purchase, and the way they are attended to, and it takes a great deal to drive their patronage away again. There is no knowing, therefore, how many valuable fresh customers may not be picked up by the sale of those lines which you want to clear out for stock-taking. The bargain counter is likewise very useful in getting rid of small items, and broken lines, if there is no desire or necessity to make a big sale.

Many a merchant at stock-taking regrets that certain accounts have not been settled, and that certain lines had not been cleared, forgetting that in all probability he made no effort to deal with them in a determined way.

ELECTED BANK DIRECTOR.

At the annual meeting of the shareholders of the Merchants' Bank of Canada, held in Montreal, F. Orr Lewis, senior member of the well known firm of Lewis Bros., Montreal, was elected to the board of directors for the coming year. Mr. Lewis is one of the chief business men of Montreal, and is held in great esteem, not only on account of his commercial abilities, but for his genial personality.

Since the commencement of his business career in Kingston, interrupted by his arrival in Montreal in 1888, he has been closely identified with the hardware trade of the country, and his varied experience, no less than his energy and executive ability, conduced in a large measure to the present prominent position of the firm of Lewis Bros. among the great merchant houses of the Dominion. The development of the firm can be gauged by the fact that in 1888 the entire staff numbered twenty, while at the present day it exceeds one hundred and fifty.

F. O. LEWIS, MONTREAL,
Recently Elected Director of the Merchants Bank.

It is an interesting feature of Mr. Lewis' career that he was the youngest member to occupy the chief executive of the Canadian Wholesale Hardware Association.

"OPPORTUNITY."

"They do me wrong who say I come no more
When once I knock and fail to find you in;
For every day I stand outside your door
And bid you wake, and rise to fight and win.
"Wail not for perished chances passed away!
Weep not for golden ages on the wane!
Each night I burn the records of the day—
At sunrise every soul is born again.
"When down in mire, wring not your hands and weep,
I lend my arm to all who say, 'I can.'
No shame-faced outcast ever sank so deep
But yet might rise and be again a man."

Window and Interior Display

The two elaborate window displays of Amiot, Lecours and Lariviere, hardware merchants, Montreal—cuts of which we herewith produce—are fine examples of decorative skill in hardware window dressing, no extraneous article especially lending itself to showy effect and no elaborate mechanical device to catch the eye is utilized. Commodities pure and simple sold over the counter alone make up the displays, and yet better effects could hardly be desired. The merchant who excuses a slovenly window with the statement that he cannot afford to spend money on it for attractive display, can learn a valuable lesson from the decorative skill of Amiot, Lecours, and Lariviere. Even the humdrum tools of every-day use can present an attractive appearance when arranged artistically; and although such an elaborate effect as shown in the illustrations we give need not be attempted, it is in the power of every merchant to make some kind of window decoration.

A Mechanics' Tool Window Display.

The striking feature in one window is the large luck horseshoe in the centre, on which are placed in symmetrical order, on one side samples of tea, dessert and table spoons, and on the other dessert and table knives and forks. Enclosed within the horseshoe is a star on which are displayed pocket knives, the whole being illuminated with a red light in the centre. Right across the shoe, and supporting it are placed rifles. At the bottom is a large cake box filling up the space between the two curves. Behind the shoe are displayed gun bags and hunting coats. The sides of the window are decorated with lavatory and bathroom nickle-plated fittings, such as sponge and tumbler holders, and towel rails. Running towards the centre-piece are three shelves, on which are placed, on the left-hand side, a complete range of nickle-plated tea kettles and coffee pots; and on the right-hand, a set of similar articles in aluminum, thus showing, at a glance, the difference in the two metals. The background is filled in with cartridge belts of different kinds, affording an effective relief. The foreground is occupied by boxes of loaded shells, some of the contents being scattered in front of them in effective confusion. Immediately behind are hunting knives, jack-knives, revolvers and powder tins. The ceiling is decorated with nickle-trays of various shapes—the whole effect being most artistic.

The centre piece in the second window is a tower made to show all kinds of stones. Two automatic screw drivers serve as a flagpole, the higher one being illuminated with ten small electric lights. On the left side is an assortment of screw drivers, squares and levels; on the right are gasolene plumbing torches with oil cans and special tool oil underneath. In addition there are wrenches, lead pipe cutters, chisels and pincers. On the floor, at an angle to the glass, is displayed a variety of bits of all kinds arranged in set devices. Behind is an assortment of iron planes, chisels, gouges and lumbering tools. The background is left as clear as possible, without spoiling the effect, for the purpose of enabling spectators to see the interior of the store, and view the show cases inside replete with tools. The occupied portion of the background is taken up with saw handles and rules. The ceiling is arranged with a display of saws one blade in the centre being bent to show the flexibility of the metal, and iron and wood clamps of all sizes.

The blurred lights showing in the cuts are those of the store interior. As we have said, the displays are most attractive and ingenious in design. Perhaps the chief fault is the slight overcrowding of the articles, and certainly the one window would have been more artistic had the three notice placards been omitted.

An Elaborate General Hardware Display.

It is wise to beware of the man who makes a specialty of impressing you by his honesty and truthfulness in little things. Most likely he is simply laying a foundation of trustfulness that he may get you at a disadvantage in some large transaction.

Travelers' Banquet at Montreal

Members of the Dominion Commercial T ravelers' Association Get Together for Their 33rd An nual Celebration.

Over three hundred travelers and guests sat down to the thirty-third annual banquet of the Dominion Commercial Travelers' Association, which was held in the Windsor Hotel, Montreal, on Monday evening.

President W. J. Egan occupied the chair of honor at the chief table, while seated on either side of him were Hon. Sydney Fisher, Minister of Agriculture in the Dominion Government, and R. L. Borden, leader of the opposition in the Dominion House.

In his opening address the president cordially welcomed the guests of the evening and expressed his satisfaction at the progress which the association had made during the past year. Then he called upon S. J. Mathewson, vice-president, to make the toast "Our Country," as represented by the Dominion Parliament, coupling with the toast the names of Hon. Sydney Fisher and R. L. Borden. This Mr. Mathewson did in a happy little speech, which was heartily applauded.

Hon. Mr. Fisher, replying, spoke in an able manner, dwelling briefly upon the present prosperity of the country and by numerous quotations from the Blue Book, he illustrated the remarkable development of Canada during the past few years.

Some Interesting Figures.

Referring to the recent money panic he pointed out that Canada did not suffer, in proportion, nearly as much as did the United States. Not one bank had failed in the Dominion, while there was no lack of currency in the country, as the banks were working within $13,000,000 of their possible currency issue and were quite in a position to well take care of the needs of trade.

For evidence of the wonderful growth of the country they had but to look up the assets of the banks. These amounted to 460,000,000 in 1900, while in 1905 they amounted to $878,000,000, and last year totalled $970,000,000. During the last ten months the average monthly bank returns showed an increase of $63,000,000 over last year.

The foreign trade of Canada, which is largely illustrative of the growth of the Dominion, had materially increased since 1870, in which year business to the extent of $122,000,000 had been done. This had grown to $336,000,000 by 1900 and to $519,000,000 in 1906. Such figures were most interesting to every Canadian who had the welfare of his country at heart, as they showed that Canada was not being left in the rear in the race for commercial success with foreign countries.

The internal trade of the Dominion was satisfactory also. In 1900 the trade as shown by the clearing house returns, amounted to $1,390,000,000. In 1906 it amounted to $2,050,000,000, while the returns for the first ten months of this year showed a further increase of $300,000,000.

Taking up the question of manufactures, Hon. Mr. Fisher said that there had been an increase in this direction also. In the census report of 1900 it was shown that Canadian manufacturers employing five or more hands used a capital of $447,000,000, while in 1905 the same class used a capital of $834,000,000, which must be considered a very substantial increase. Truly enough, the number of employes had been increased by but 44,000, but the products had grown in ratio to the increase in capital, increasing from $481,000,000 in 1900 to $766,000,000 in 1905. In concluding, he drew attention to the increased immigration from the United States.

Mr. Borden a Traveler.

Replying to the same toast, R. L. Borden was given a very cordial reception. He referred to his recent tour of the Dominion, and humorously compared himself with the commercial travelers, as he had traveled some 12,000 miles and presented his samples to 100,000 customers.

Proceeding, he said he was struck, while in the west, by the optimism of all classes there, despite the recent financial stringency. He referred briefly to the injustice which was done commercial travelers in that they frequently were not allowed to vote, owing to their absence from home, thus being deprived of their franchise. He stated that he was ready to support any reasonable measure which would make it possible for travelers and business men away from home to vote and have their say as to who should be their representative in parliament.

Max. Murdock proposed the Quebec Legislature, which toast was responded to by Hon. W. A. Weir, provincial treasurer and P. E. Leblanc, leader of the provincial opposition. In the course of his remarks the provincial treasurer referred to the taxation problem as it concerned commercial travelers. The Quebec Legislature had never for a moment thought of taxing the native traveler. It was true that one financier devised the plan of taxing all foreign commercial travelers coming within the limits of the province, but he found his troubles had just begun, as, in the first place, he had to catch the traveler, and this was by no means easy. For that reason he was glad to abolish the tax in question.

"The City of Montreal" was proposed by John Paterson, Ald. Clearihue replying on behalf of the mayor. Mayor John T. McBride proposed "Trade and Commerce" in a nice speech and George Caverhill, of the board of trade, replied as did also C. H. Catelli, president of the chambre de commerce and Hon. J. D. Rolland, president of the Canadian Manufacturers' Association. Ed. Duckett proposed "Transportation" and Wm. Stitt and George Ham responded. "The Press" and "The Ladies" were also fittingly toasted.

The table was quite up to the standard set by the association, thanks to the dinner committee, which was composed of: Max. Murdock, convener; L. W. Anderson, S. J. Mathewson, E. D. Marceau, Major John T. McBride, Geo. A. Mann, W. J. Egan, J. S. N. Dougall, F. S. Cote, R. Dionne, J. F. L. Dubreuil, J. Fred Dugan, A. L. Friedman, J. B. Giles, Ludger Gravel, F. E. Guilbault, D. M. Lefebvre, H. M. Levine, John Paterson, F. N. Picard, Jas. Robinson, Leon Rolland, O. A. Thibault, R. C. Wilkins.

TO REFORM CIVIC AFFAIRS.

Efforts are being made by the Montreal branch of the Canadian Manufacturers' Association to start a campaign of reform in civic affairs in Montreal.

At the meeting of that body last week, over which the chairman of the Montreal branch, S. W. Ewing presided, the various aldermen now in the council came in for a share of commendation or criticism as the case might be. In most instances the manufacturers were not favorable toward the present members of the body. Nothing definite was done toward the planning out of a course of action, except that co-operation on the part of the Board of Trade and the Chambre de Commerce will be sought. The Chambre de Commerce later promised their support, while it is thought that there will be no difficulty in obtaining the assurance of the Board of Trade's assistance in anything that may be undertaken.

COMPETITIONS CLOSING.

A very great deal of interest has been manifest in the competitions which this paper has been conducting for the benefit of its readers. Now that the Christmas rush is over hardwaremen will have a chance to attend to this matter. We wish to remind all interesting competitors, however, that our advertising and window-dressing competitions close on December 31st. There is still ample time to get into these contests. Get hold of your local paper at once and send in that Christmas advertisement you've been intending to. And if you haven't removed that fine Christmas window display you had last week get your local photographer to snap it, and send in a print to us. We are offering substantial prizes for these competitions on a basis permitting equal chances to all our readers.

METAL GOODS IN FRANCE.

In spite of the high duties to be paid on foreign metal goods going into France, America may soon be a successful competitor for her share of the trade.

France has a steady and growing demand for the export of corrugated steel, wire nails, etc., to the Levant and Morocco, which first is imported into France. Metal roofing to be attractive for consumption in France must sell around $8.88, delivered in terms that would include freight and duty which would reach $2.70. The demand for this style of roofing is also increasing in Africa.

The imports of iron used in France reached a figure of 26,351 tons during 1906, all but 400 tons coming from England.

HARDWARE TRADE GOSSIP

Ontario.

G. W. Dunn and George Young, of Lewis Bros., Montreal, were in Toronto this week.

The traveling staff of Lewis Bros., Montreal, are having their annual conference at Montreal this week.

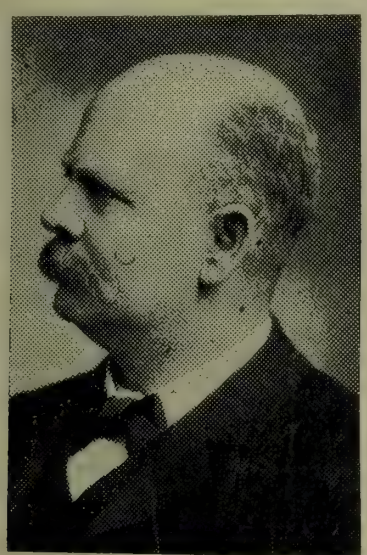
J. E. McRae, hardware merchant, Bruce Mines, Ont., has made an assignment to N. L. Martin, Toronto.

R. MacKenzie, western representative of Rice Lewis & Son, Toronto, is in Toronto for the Christmas holidays.

Thomas Wright, Winnipeg representative of H. S. Howland & Sons, Limited, is in Toronto for the Christmas holidays.

Geo. McL. Chesney, of the hardware firm of Chesney & Archibald, Seaforth, was married on the 22nd to Miss Maude Pickard, also of Seaforth.

The hardware firm of C. M. Cutts & Co., Toronto Junction, has made an assignment. The liabilities of the firm are in the neighborhood of $20,000.



MILES VOKES TORONTO,
A Successful Hardware Merchant, who is a Candidate for the Mayoralty of Toronto.

Charles S. Archibald, traveling representative of the Nicholson File Company, Port Hope, was a caller at the Toronto office of Hardware and Metal this week.

Hardware merchants noticed in Toronto this week include J. T. Brawd, Wilford; F. Donnell, Ravenshoe; W. A. Thomas, Oakbridge; N. A. Malcolm, Malton; G. W. O. Kleston, Bracebridge.

Albert E. Karges, manager of the Winnipeg branch of the James Stewart Manufacturing Company's business, was a visitor in Toronto during the week. Mr. Karges states that in spite of contrary reports the stove foundry has been running actively up to the present time, but will close down temporarily after New Year's. Mr. Karges has had a successful year in the west and expects to remove his home from Woodstock to Winnipeg in the spring.

Aikenhead Hardware, Limited, Toronto, have organized a hockey team for the coming season. The following officers have been elected: Hon. president, T. E. Aikenhead; president, C. D. Clark; Hon. vice-president, A. L. Young; secretary-treasurer, R. Barrett; manager, F. S. Ward. The management has secured Varsity rink for Monday, Wednesday and Friday evenings, and expects to turn out a fast team, with the following material: R. Bell, A. Fortier, Grant, Reid, Ward, Levitt, Ostrom, A. Johnson, Nease, Hodson, McFadyen, McKenzie, Barrett, Simpson, Sills.

A novel apparatus in the heating line has recently been installed by A. W. Humphries & Son in their hardware store. Wishing to heat their store and office from the same source a small coal stove has been placed in the store and a steam radiator in the office. The water passing through a heating coil in the stove, raches the radiator through a pipe and after going through the radiator returns to the stove to be re-heated. A small water tank supplies water lost through evaporation or leakage and an ingenious appliance in connection with the radiator prevents damage through over pressure.—Parkhill Post.

Quebec.

C. M. Strange, of Lewis Bros., Montreal, spent Christmas at Kingston.

The travelers of Lewis Bros. hold their annual conference this week end at the head office.

A. O. Campbell, representing Lewis Bros., in Vancouver, after visiting Montreal, spent Christmas in New York.

J. F. Caron, with Gurney-Massey Co., Montreal, spent the Christmas holiday with his brother, Dr. Caron, at Brockville.

The Canadian Asbestos Co., Montreal, are making a very special price on plumbers' spun oakum. As this is an article in everyday demand in the hardware store merchants will do well to look over their stock and place orders at these prices.

Lewis Bros., Montreal, are putting in two dumb waiters in their warehouse on Bleury street, to take care of the city business, which is increasing very rapidly. Customers will now have to wait only a few minutes, as the orders will be placed in pneumatic tubes immediately. Within ten seconds the orders are on the floor, where the goods are kept. The clerk places the goods on the dumb waiter, and they are delivered on the seventh floor in the sample room within a few minutes. This improvement to the up-to-date warehouse of Lewis Bros., will be welcomed by their many customers.

Western.

J. Noel Nivers, representative in Saskatoon of the J. H. Ashdown Hardware Co., went east last week on an extended trip by way of Chicago, Toronto and Montreal. He will return to the west in January.

The North Vancouver Hardware Co., Vancouver, will open shortly in their large new store. All varieties of hardware, electrical supplies, paints, plumbing supplies, etc., will be handled. The new store is a model one for the hardware business.

BENEFIT SOCIETY OFFICERS.

The Commercial Travelers' Mutual Benefit Society met at St. George's Hall Saturday night for the nomination of officers. The executive officers were returned by acclamation. They are: President, S. R. Wickett: vice-president, Ex-Ald. Joseph Oliver; treasurer, H. Goodman. The retiring trustees, C. G. Kyle, Robert Forbes and John Ross, were re-elected for a period of three years. E. Fielding delivered an address on the new Insurance Bill and was tendered a vote of thanks by the members. The annual general meeting of the association will be held on Jan. 25.

A BUSINESS MAN'S COUNCIL.

While no organized effort is being made Toronto has an excellent opportunity on New Year's day to elect a business man's civic administration:

FRED. G. McBRIEN, TORONTO,
The 21-year-old Hardwareman who is making a lively Aldermanic Campaign for Ward Six in the Toronto Municipal Elections.

Miles Vokes, for mayor, is a candidate who deserves the support of business men generally. He has served several years in the city council with credit to himself and the city, and he has also a successful career as a hardware merchant as an additional recommendation. Mr. Vokes is the type of man business men have been calling for—the type of a man who has made such a success as a business man's mayor in Winnipeg—and he should be elected.

For the Board of Control and for the aldermanic position there are also several capable business men in the field, and merchants who have been complaining of the laxity of business methods in civic affairs now have their opportunity to select their own kind for civic office.

A knowledge of the peculiarities of each line of stoves you carry is beneficial to all dealers. If a customer drives some miles to your place of business he wants some satisfaction.

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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THE BUSINESS OUTLOOK.

The manager of a large jobbing business in Winnipeg who called at the Toronto office of the MacLean Publishing Company on Monday strongly commended the position taken by this paper in its articles on the financial situation during recent months. He particularly commended the series of articles on "The Situation in the West," as being a most accurate size up of existing conditions in the West, he having been traveling in the three Western Provinces himself during the greater portion of 1907, and, therefore, in a position to pass judgment upon the articles.

Strong condemnation was given the daily papers for their inaccurate statement by the visitor, he holding the view that much of the existing unrest is due solely to the scare headings and reports written by space writers in the daily press. While admitting that our articles have not been overflowing with optimism he held the view that what the trade wanted were the true facts and to the best of his judgment our articles had hit the nail squarely on the head.

"Merchants in the West are confronted with a situation largely of their own making," said the visitor. "Jobbers have been over-generous in their credits and retailers are following the example of the wholesalers. Both have been forced to draw in and a general movement towards the adoption of the cash system is a result. Smaller merchants as a rule are in a better position than the large firms, not having so much money tied up in unproductive real estate or so much money on their books. Everything depends on next season's crop. If we have an early spring retailers generally will take heart and a revival in trade will at once follow.

Some criticism has been heard from readers that our special Western correspondent has not painted a more optimistic picture. The trade generally, however, wants the true facts and this is what we have endeavored to publish. As early as June last we urged our readers to go cautiously, and this being merely a common-sense view of the situation, we lay no claim to financial foresight.

That our financial articles have been a tremendous factor in making the position of the retailers strong to-day is evident from the movement towards the cash system and the good collections made by the trade last fall. In response to our suggestions retailers everywhere lost no opportunity in pressing collections most aggressively when the fall crops were harvested. That they succeeded is clear from the jobbers' reports that collections have been better from country retailers than from city merchants or manufacturers.

Some retailers, however, have taken an extreme view and have been scared by daily newspaper reports of bank runs in New York into hoarding their money A case reported last week is that of a wholesaler who tried to collect a $600 account from a general merchant in a country village. Growing impatient at his failure to secure satisfaction he took train to the nearest station and drove out to see the merchant, finally securing his $600 out of a roll of bills amounting to over $3,000 that he had been afraid to bank.

Present conditions do not demand the hoarding of money and anything of this nature tends to aggravate the situation. Indications point to money being more plentiful after the first of the year and many factories now closed down or on short time will re-open as soon as money loosens up. Hoarding of money, therefore, only delays activity and prevents manufacturers from employing men, thus decreasing the home consumption of the factory products.

The best policy for merchants to pursue is to continue pressing for the collection of outstanding accounts, to adopt the cash system in its entirety if possible, and to take advantage of every discount offered by jobbers so that the cycle of business activity can be made complete. Do this and talk optimistically and the future will brighten materially, with resultant benefits to all branches of industry.

A HAPPY NEW YEAR.

In a few days more our readers will be looking a new year in the face. What is it going to hold for you? Is it going to be a better year in business and family life than the ones that are gone or is it going to follow along in the same old rut, with the same mistakes and same unpleasantness on troublesome occasions? The beginning of the year is as good a time as any to make beginnings along other lines and in spite of the hackneyed stories about the failure of good resolutions, one cannot but believe that a great many that are never heard of are kept and kept with great advantage. There is no reason why good resolutions, if made in a serious and calculating mood, should not be carried out. It needs only eternal vigilance and a good supply of determination to do so. A promise to ourself should be kept even more carefully than a promise to another.

Let's make 1908 the best year of our life's history up to date. We can have a better year not only in business, but also as regards personal happiness if we will only do or refrain from little things that we know are easily possible.

WESTERN POSTAL SERVICE.

Complaints of inadequate and inefficient postal service in western Canada are more numerous than ever, and, apparently, the Post Office Department does not yet realize the gravity of the situation. These complaints are loudest perhaps from the newer districts, but even in the older towns, along the main line of the C.P.R., there are constant complaints, and a little investigation or a little actual experience, will show that these complaints are well founded. The department at Ottawa is so far removed from the scene of the trouble that the officials do not understand the situation, and they fail to realize that special attention is required to ensure an adequate service in the newer Canada that is so rapidly springing up west of the Great Lakes.

Western business men say that there will be no permanent relief until another deputy minister is appointed, who will be given a free hand in the opening of new offices in the new towns and in making radical and sweeping changes in the method of handling the mails in some districts. There is no sympathy in the west with a policy which piles up a surplus each year, while the service is becoming more unsatisfactory every day. The slow workings of a red tape official system compel new towns to wait weeks and months before new post offices are opened, and the meagre salaries paid the postmasters are responsible for the fact that the service is miserably inefficient in all parts of the west. Officials cannot be expected to do more than they are paid for.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

The last week before Christmas closing with the shortest day of the year finds things better in the West than the more pessimistic anticipated. a month ago. for retail dealers report that while there is not an advance over last year that business has held its own and they hope to be able to report as good as last year, which was known throughout the retail trade as "the record breaker" in the West. If their expectations are fulfilled it says very much for the staying power of the West in the present financial stringency, for if reports from the East are to be believed, trade there has fallen somewhat behind last year's record already.

The wholesale houses continue to report a somewhat improved condition as to collections, although these are certainly not up to last year, as the head of one very large wholesale house remarked the other day : "When you total it up it is surprising how much money actually comes out." In retail and wholesale lines the ones with the most cause of complaint are those who handle heavy clothing and furs, for which the extremely fine mild weather has lessened the demand exceedingly, and it is a well-known axiom in the West that you must sell heavy clothing and furs before the new year comes or you cannot sell them at all excepting at a heavy sacrifice. The coal dealers are complaining on the same ground, but the average citizen is daily thanking his lucky stars that the weather is mild and the coal bills less than last year. It is pretty generally conceded that even if the weather after the new year comes in should prove very cold there is little or no danger of a fuel famine such as existed last year.

* * *

In railway circles passenger traffic is enormous but freight is slow and very light compared with the last three years at the same season. The best evidence of this is that a notice has been posted in the C.P.R. shops that all the shops will close down for an entire week beginning on December 24 and that after that they will be put on short time, eight hours per day. The men have been anticipating this for the past week owing to the steady decrease in the freight handled and the consequent decrease in repairs required. By the way, it is the intention of the C.P.R. to inaugurate a school in connection with the mechanical department where machinists and boilermakers' apprentices can be taught mechanical drawing and other branches of mathematics necessary to the best development in these lines. The company claims that the men trained in the C.P.R. shops have proved more satisfactory and efficient than those coming to them from other shops, even in very large centres, and they have decided on the school as a means of further improvement.

The slackening of freight traffic is not a wholly unmixed evil so far as the West is concerned as it certainly will materially aid in the getting out of the wheat still in the country. As stated before, the C.P.R. has announced its intention of moving 150 cars of wheat daily from the head of the lakes eastward, should the weather at all permit of this being done, and with a lighter freight traffic there will be more cars for this work. Already the company has contracted to carry 1,500,000 bushels to seaboard to be shipped as ballast in C.P.R. steamers for the British ports.

The lessening of freight traffic is not wholly due to money stringency, the present unsettled condition of the rates has something to do with it. The Railway Commission is coming West to go into the matter and there is a tendency wherever possible to delay forward shipments of freight until such a time as a decision may be arrived at.

* * *

The wheat market has furnished its quota of surprises during the period since the close of navigation. It was anticipated that following previous years there would be a very considerable slump in values after navigation closed. There was a slump, but it was not within three cents of what had been anticipated and whereas the dullness and low prices were expected to last over the Christmas holidays they did not last a week. Immediately after the close of navigation the market for low grades was very weak in fact you could not give them away, but since then there has been a general bracing up all round. The world's wheat situation was too strong for there to be any continued period of low prices and while for a few days the inquiry was confined almost exclusively to high grades it is now general for all the numerous grades that are offering this season. Prices have been strong all week, and though the volume of export trade has been comparatively small there has been a marked increase in speculative trading, which, of course, means that money is easier. There has been a pretty active covering of shorts, too, mainly thosewho banked too confidently on a "slump after navigation closed" and got left. The fine weather has enabled farmers to get out their wheat and it has also facilitated the forward movement to the head of the lakes and inspections have continued to run from 250 to 300 cars daily. The grade is getting steadily worse and of 279 cars inspected Friday less than one-third were of contract grade. The partial report issued by the department at Ottawa on the milling value of low grade wheats is proving a sort of Chinese puzzle to all the local milling experts because it appears to give a startlingly low percentage of flour from high grade wheat and equally startling high percentage in the low grades.

So far no one has been found willing to criticise the report, but the millers are doing something that is much more effective; they are refusing to buy No. 4 at all and No. 3 only in very limited quantities, for they state that the milling value is so low that only a very small percentage of these grades could be used without lowering their flour standards, which, of course, they cannot afford to do. One of the statements made by the mill experts is that the glutens from the low grade flours are very blue in color and for this reason the British miller is in a better position than the Canadian miller to handle these wheats as he has at hand numerous other wheats both white and yellow which when blended with these low grade wheats will tend to even up the color and maintain their standard. The Canadian millers have no such resources for blending and consequently must have a fairly uniform grade in order to maintain the standard of their flour. It is only reasonable to suppose that could our millers mix a larger percentage of these low grade wheats they would do so because of the very radical difference in price. The results of the baking tests will be awaited with much interest for the baking test is the final court of appeal in the flour trade.

* * *

Real estate agents report an improved inquiry, especially from American farmers for farm lands. The stringency is easing up on the other side of the line and farmers are once more looking westward. In the City of Winnipeg there have been a few important sales of good inside property and in nearly every case the sales have been to British capitalists seeking investment.

Real estate men also report that second and third payments on city property are being met more readily and freely than they hoped for. There is considerable building, especially in the line of warehouses and apartment blocks, already planned for spring and if things continue half way decent and the spring opens early there are enough permits out now to make a very fair showing when spring does open.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Declined to $31.50.
Copper—Prices down ¼c.
Lead—Steady.

Toronto.

Tin—Quoted at 31 cents.
Copper—Now 14½ cents.
Lead—Firm at $4.25.

MONTREAL HARDWARE MARKETS

Montreal, Dec. 27.—This is the dullest week of the year, with the jobbers and business has been comparatively stagnant. It is the breathing time, which allows the full force of the staff to finish stock taking, and the travelers to make their preparations for the new campaign. There seems to be a general feeling that trade will be good this coming year, and that the gloomy views taken of the prospects in some quarters will prove entirely erroneous. There is no reluctance among the various representatives to start out on the road, and their cheerful views are very refreshing to hear. There is no reason why the coming year should not prove a bumper one for all trades, and with this idea fixed in their minds the travelers are ready to face the fight.

The city trade has been quite up to the average, and the various lines have moved freely. Retailers report a very satisfactory Christmas, not quite a record, perhaps, but one entirely satisfactory, considering the present prevailing conditions. There has been a rush for fancy lines, and those who laid themselves open to a more extensive display of articles suitable for presents, were amply rewarded for their pains.

Prices for next year may stiffen a little, although not at the outset. Manufacturers have curtailed production, and stocks are not heavy. It would be a wise precaution for dealers, therefore, not to delay too long in placing their orders, for if business goes ahead with the swing that it is expected to do, there may be a shortage in a good many lines. Manufacturers have been wise in checking production in view of the financial situation, and thus establish a breakwater against any cut in prices, although the promise of the coming year does not indicate any slump. It is always well to be prepared for eventualities, however. The only people who will suffer, therefore, will be those dealers who leave everything to the last moment. They must take time by the forelock, and place their orders early. In all probability single guns will cost a little more, as we forecasted some time ago, but apart from this line there is no indication, as yet, of any stiffening in prices in other directions.

Winter Goods—The break in the weather caused a falling off in the usual lines, and the run on sleigh bells and snow shovels was checked. Horse blankets, axes, and window straps, moved sluggishly, and there was very little else doing.

Cutlery and Silverware—For all practical purposes these lines are dead, although in the Province of Quebec, where present giving comes a week later, that is on New Year's Day, there was a maintenance of the demand.

Sporting Goods — Skates, hockey sticks, and toboggans have again fallen off, but these lines, of course, are largely influenced by the weather. A few repeat orders are coming in, but owing to the unfavorable weather, retailers are pretty well stocked. A prolonged cold snap, however, would soon clear off the surplus.

Lumbermen's Supplies—A few orders for cant hooks, calks, chains, etc., are being booked for forward delivery, but prospects do not point to a very great demand in the new year unless the financial situation improves very quickly.

Screws—Business is moving very quietly, and there is nothing new to note. Prices are unchanged. Manufacturers expect to be well able to cope with the demand, when the season opens.

Bolts and Nuts—A few orders are being booked for the spring, but apart from this little is doing. Prices are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, Dec. 26.—The Christmas rush for jobber and retailer alike is over and the travelers of the different houses are busily engaged getting their samples ready for an early start after New Year's Day. The local jobbers are on a whole, well satisfied with the amount of business during the past month. Christmas lines have sold exceptionally well with the result that many stocks are low and some jobbers report whole lines being cleaned out.

Some manufacturers have issued circular letters to the jobbers stating that prices will show a tendency to rise as the new year advances, rather than drop. Sorting orders for steel traps, chains, sleigh bells, horse blankets, etc., are coming in freely, but business is quiet at present. This is not unusual, however, and as collections tend to better as the new year draws nearer, the jobbers are well satisfied with the prospects for next year's business.

Christmas Goods—The last orders of the season were shipped early in the week. Snowshoes, sleigh bells and cutlery are still in demand.

Sporting Goods—Christmas over, the demand for sporting goods has dropped off. For the last month large orders and repeats for this line of goods has kept the trade busy, all makes of skates etc., selling well at the usual prices. The formation of athletic clubs has added an additional demand for snowshoes and toboggans. Curling stones and irons are also in demand, and the Christmas call for rifles, guns, revolvers, and ammunition has been well up to the average of other years.

Cutlery and Silverware—This season's sale of cutlery and silverware has been above the average and the prospect for merchants enlarging their stocks in these lines is bright. Silver cutlery and sterling articles will likely occupy a prominent position in first-class stores in future, as a result of this season's demand. Sorting orders are being constantly filled by the jobbers.

Screws—A fair December demand exists for all varieties of screws and the manufacturers are rapidly catching up with the demand for the common sizes, which have been scarce for some time. Booking for future delivery has received a start and should commence in earnstarted yet. Quotations are unchanged.

Steel Traps—The demand for the popular sizes of steel traps continues to be fair, though it will soon drop off now. Quotations are unchanged.

Wire Nails—Owing to the cessation of building, the demand is dropping off. Booking for spring delivery has not started yet. Quotations are unchnged.

Bolts and Nuts—Business continues up to a fair December average and some booked for spring delivery is coming in. Quotations are unchanged.

Copper and Brass Goods—The demand is dropping off, but has been good all fall. Quotations are unchanged.

MONTREAL METAL MARKETS.

Montreal, Dec. 27.—The strengthening tone of the foreign markets, both England and the States, has induced a stiffening tendency here, although prices are still weaker under the great bombardment of the past few weeks. Unfortunately as yet no great reliance can be placed either way on the trend of the market. This stiffening may hold good, and be the turning point for which everyone is anxiously awaiting, whereas on the other hand it may be but a momentary glimpse of sunshine, only tending by its departure to deepen the gloom which has held the markets so long. As we pointed out before, the whole point depends upon the return of confidence in the future, and a lifting of the lid placed upon the purchasing operations of the country. In the weak state of the world's markets generally very little fluctuation has a tendency now either unduly to inflate or depress conditions. There is no stability in them. Neither can this be altogether expected, after the storm that has raged. Therefore too much reliance as yet should not be placed upon the stiffening tendency of the outside markets. It is a good sign, but it may not last.

Pig Iron—The market locally is more or less dull, and domestic business is for limited quantities from store. Prices are unchanged. The market has advanced in the Old Country fourpence. No. 1 grade of metal is more plentiful than it has been during the past six months, and in consequence the margin in the difference between selected and ordinary

grades is assuming its normal figure. The usual difference is one shilling and sixpence. whereas for some time it was as great as six shillings. This margin is now being rapidly reduced. Bessemer and other steels are being held fairly strong, and in view of the probably heavy orders for rails being placed shortly, it is expected that there will be some advance. We quote : Cleveland warrants 49s; Middlesboro No. 1 $21,50; No. 3, $20.50; Summerlee, $25,58.

Copper—The continued firmness of the American market at last week's price, and the strengthening tone of the English market has not yet stiffened copper here, and we quote a further shading of 1¼c, quoting 14½c.

Ingot Tin—The downward tendency of tin in the outside markets seems to be arrested for a time. There has been an advance of £6 5s in the English market, while in New York there has been an increase of 1¼c. The rapid fall, however has so weakened the market here that the foreign prices have not had any strengthening effect, and with prices further lowered, we now quote $31.50, with a shading for large lots.

Lead—Owing to an advance in lead in the English market, the market has been strengthened, and the feared further shading has been stopped for a time. We quote imported pig $4.25 and bar, $4.50.

Antimony—Antimony is still weak, and shows signs of barely holding its own at 12c.

Spelter—There is no change in the local market. Prices in the foreign markets are firmer, and there does not seem any prospect of a reduction.

Old Metals—The tone of the market is absolutely dead. There is no buying and prices are unchanged. We quote : Heavy copper and wire, 11½; light copper, 10c; heavy red brass, 11c; heavy lead, 3c; scrap iron, $12; No. 2, cast, $10.

TORONTO METAL MARKETS.

A general strengthening has occurred in the speculative metal markets during the week and the outlook for the new year appears to be considerably brighter. Copper, tin and lead seem to have reached their low level and futures are quoted at an advance and with the expected buying movement after the holidays higher prices may be looked for.

The year has seen some record movements with the close of the year showing the lowest quotations of 1907. The strengthening in foreign markets now manifested is having a local effect with several prices marked up over those quoted a week ago. Tin, for instance, is quoted at 31 cents, a cent higher, and copper at 14½c, an advance from 14c. Lead is also firmer with some dealers quoting up to 4¼c. Other prices remain unchanged.

Jobbers are, of course, looking for more buying during the coming month and stock-taking is now being done. They say that the best time to buy is before a buying movement develops and with a return of confidence it seems reasonable to expect such a movement early in 1908.

Trade during holiday week is as usual at a low ebb.

Pig Iron—This metal keeps firm with Old Country prices a shade higher. In the States buying for 1908 has commenced and an advance is looked for. Prices locally are unchanged at $22.50 for Canadian iron and $21 for No. 3 Middlesboro.

Ingot Tin—During the week a reaction of £5 to £6 has occurred but this is said in some quarters to be due to the covering of speculative contracts and a resumption of the decline may be looked for. On Tuesday of last week the lowest price, not only of the current year, but since May, 1906, was touched, showing a break of £85 from the highest point in 1907 and of nearly £100 from the top reached during the boom of 1906. Since the close of November the break has been nearly £20. The American market has followed the London fluctuations more or less closely, but the principal feature has been the disappearance of the high premium maintained on spot tin since the corner was well established a month or so ago. Some sales of spot tin were made in the New York market in May, 1906, at 48½c to 49c, and small lots even as high as 50c; the highest price this year was 44⅜c and the lowest price—last Tuesday—25.70c; so there has been a break during the current year of 18⅝c, and from the extreme high point of 1906 a drop of 22.80c to 24.30c per pound. The Toronto quotation this week is 31 cents.

Copper—Reflecting stronger conditions in the States and Europe local jobbers have advanced their price from 14 to 14½c.

Lead—The decline in the English lead market has been checked, temporarily at least and the local market has responded with slightly higher quotations. We quote $4.25, an advance of ¼c.

Antimony—There is little doing at present with no change in our quotation of eleven cents.

Spelter and Sheet Zinc—Trade is dull with quotations unchanged.

Old Materials—There is no buying being done and the market is dead.

U. S. IRON AND METAL TRADES.

New York, Dec. 24.—The Iron Age says: The most important event of the week is the announcement that the United States Steel Export Products Company has sold recently for shipment during the first half of 1908 to England and Wales, 100,000 tons of sheet and tin plate bars. This is the first important transaction of this character since the middle of the current year, when a round lot was sold for delivery during the last quarter of this year.

The Pig Iron and Iron Ore Committee held a meeting lats week, at which W. A. Rogers, of Buffalo, representing large merchant furnace interests, was invited to become a member. The situation was discussed and it was made clear that some low prices have been named.

Detroit stove manufacturers have been the first to act in the way of purchasing material for the first quarter and the first half of the coming year. They bought between 13,000 to 14,000 tons of southern and northern irons, the former on the basis of $13 for No. 2 Birmingham, and the latter on the basis of about $16.50, at furnace. This the first serious test of the position of buyers and sellers. There is considerably more inquiry in all the leading distributing markets, and it is expected that when the holidays are over and consumers have determined just where they stand, quite a buying movement will develop. It is undoubtedly true that some melters have enough iron due them to carry them along over the first quarter, but it is true also that many others will need to cover, possibly only by purchases from hand to mouth. In some sections merchant iron is accumulating in spite of the restriction of output, but it is nearly always the case that the stock thus piling up is due consumers on old contracts who may or may not take the metal.

There has been some talk of sales of southern iron for shipment abroad. Nothing has been done, and so far as foundry iron is concerned there is no chance of business being closed at present prices abroad. It is believed possible, however, that some tonnage of southern basic pig may be marketed on the Mediterranean.

New business in finished iron and steel has been light and bookings are at the rate of about 30 per cent. of the capacity. Shipments, however, are fully double that amount, taking the industry as a whole.

The eastern bar iron manufacturers have decided to close down entirely for two weeks. The independent makers of sheets and tin plate at a meeting at Pittsburg approved of a plan to keep output close to the requirements of the trade and to refuse to shade prices.

The largest cast iron pipe company has taken the contracts for 3,500 tons for Baltimore and 2,500 tons for St. Louis.

There has been quite some activity in lead at figures advancing from close to 3.40c up to 3.60c, New York. Copper has moved upward a little, apparently due to speculative operations. Consumers have bought little, but are sounding the market for January metal.

LONDON, ENG., METAL MARKETS.

London, Dec. 24.—Cleveland warrants are quoted at 49s 10½d, making prices as compared with last week 1½d higher.

Copper.—Spot copper opened steady at £60 10s, futures at £61 15s, and after sales of 100 tons of spot and 400 tons of futures, closed steady at £60 10s for spot and £61 15s for futures, making price as compared with last week £3 higher on spot and futures.

Tin—Spot tin opened weak at £120 15s, futures at £122, and after sales of 70 tons of spot and 230 tons of futures, closed weak at £120 15s for spot and £122 for futures, making price as compared with last week £5 5s higher on spot and £4 5s higher on futures.

Spelter—The market closed at £19 15s, making price as compared with last week 5s lower.

Lead—The market closed at £14 10s, making price as compared with last week £1 7s 6d higher.

Quebec and Maritime Provinces

Police Required to Move Crowds Attrac ted by Hardware Window Display at Halifax—Fine Displays Made by St. John Hardwaremen—Jobbers Report a Succe ssful Year's Trade.

HALIFAX.

Halifax, Dec. 24.—The wholesale hardware trade is very quiet, and it is expected that it will continue so for same time. The retail trade is quite brisk, there being a very fair demand for light shelf goods and also cutlery. Skates are now selling quite freely which is quite usual at this season of the year, as many skates are given as Christmas gifts. Collections are reported to be fairly satisfactory.

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Window-dressing is a specialty with the Halifax hardware firm of A. M. Bell & Co., and the firm's decorator, Mr. S. S. Wetmore, has excelled all previous efforts in arranging the display for Christmas this year. This show must be seen to be appreciated. For perfectness in work in all details it is doubtful if the display was ever excelled in Canada. So great has been the crush from all over the city that special police are detailed for duty day and night to regulate the crowd. In the window is portrayed the Santa Claus establishment at the North Pole, busily "unloading" trains full of toys for the children. The scheme is to send notification from a Marconi wireless station represented with perfect accuracy, and trains on fast schedule bring the loads of presents from the North Pole to Halifax. There is a miniature railway between the grand station at the Pole and the Halifax station, the trains running on rails over the snow and ice-clad road beds, over bridges, round mountains, etc. Down below the grand station there is shown steamers and other craft icebound. The pine trees in the background, plenty of snow, ice bergs, etc., lend effectiveness to the scene while overhead is Santa Claus, with his toy-laden ship. It is considered to be the best piece of work in the direction of window-dressing ever shown in Halifax, and Mr. Wetmore is receiving praise on all sides.

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What are undoubtedly the best dressed Christmas windows ever seen in North Sydney are the two windows in Vooght Bros.' big departmental stores. One represents a park in England in which is Santa Claus in his favorite role, and in the other is a tastily arranged electric-run toboggan slide, with gay throngs of little ones indulging in the healthful pastime. The work of dressing the windows was done by George E. Foung assisted by Edward Gannon, head of the furniture department, while the electrical work was done by John McDonald.

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Tupper Bonnell has unearthed a large vein of iron ore on that part of the Londonderry Iron and Mining Company's property, known as Potten's Meadow on the DeBert Mountain, about two miles from the Debert Coal Mine. Some time ago ore was taken from this place, but it was abandoned, as it was believed the deposit had been worked out. The workings were in the side of a hill. They were extended until a solid rock wall was met with. This was taken to mean the full extent of the bed. Mr. Bonnell held, however, a different opinion. He believed there was ore in the other side of the wall and started in to test his theory, with the result that he had not tunnelled more than fifteen feet into the rock till he reached the vein. He has taken out about 300 tons of ore which will as soon as there is sufficient snow, be hauled to the Debert Railway and over the I.C.R. to the blast furnace at Londonderry.

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Charles G. Johnstone, a former Halifaxonian, now traveling for the Milet-Morse Hardware Company of Winnipeg, is spending his vacation with his relatives in this city.

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The Nova Scotia Exhibition Commission have fixed the dates for next year's show from Sept. 2 to Sept. 10.

ST. JOHN.

St. John, Dec. 24.—The annual Christmas rush in the retail hardware stores is now on and the dealers report that business is very fair, the indications being that it will be much as usual.

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Some very attractive window displays have been made prominent, among them being a window in Emerson & Fisher's, and one in W. H. Thorne & Co.'s. In the former, the setting is a snow-covered road, with a background of spruce and at one end a miniature house of imitation brick. A sled loaded with articles of hardware, suitable for Christmas gifts, and drawn by a deer (life sized), with a Santa Claus figure at the ribbons, is the prominent feature. The display is well executed, though in some details the proper proportions are not maintained.

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In W. H. Thorne & Co.'s display the big toboggan slide at Rockwood Park, with the lake at its base, is excellently portrayed. Tiny incandescent lights on the slide give it a very pretty effect at night. The entire scheme is a miniature fac simile of the original structure at the park. The background and foreground is occupied by appropriate sporting goods, skates, hockey sticks, toboggans, skees, snowshoes, etc. The display is a very creditable one. Other windows contain silverware and other goods suggestive of gifts for the Christmas season.

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T. McAvity & Sons have no very striking displays, but each of their five big windows contains a showing of sleds, metal toys, skates, tool boxes for juveniles, or silverware that suggests to the Christmas shopper suitable gifts.

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In wholesale circles business is rather quiet just now, the dealers are busy taking stock, and the travelers are getting ready for next year. In looking back over the year, the dealers consider it has been very successful, and they don't see any occasion to get excited over the outlook for 1908. F. R. Murray, of Emerson & Fisher, said they were planning for big things in '08, and were not at all dismayed at the quietness in some quarters. It was to be expected that there would be some little falling off, but they were preparing for an aggressive campaign during the coming year. Other dealers also expressed a feeling of optimism at the outlook.

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The Dalhousie Lumber Company, whose mills were destroyed by fire some time ago, has been re-organized and a new mill will be constructed and additions made to the shingle mill. Dalhousie has somewhat decreased since the fire and citizens are looking forward with much expectation to the new mills. The new water system is now working satisfactorily and two new wharves are being built, one for the I.C.R. and the other for the ferry. The local government is preparing plans and specifications for the stone and steel work in December, and for the substructure in February. A new steel span is to be erected at Cocigne to take the place of the old structure.

NEWCASTLE, N.B.

Newcastle, Dec. 21.—The Miramichi Lumber and International Paper Co. are negotiating for the purchase of D. & J. Ritchie's lumber property here. The transaction will involve about a quarter of a million dollars.

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The N. B. Wire Fence Co. held its annual meeting in Moncton on Dec. 17. The president's report showed a prosperous year. The new officers are: Dr. C. A. Murray, president; J. T. Hawke, vice-president; A. Chipman, secretary; directors, the above, E. W. Givan, and Premier C. W. Robinson.

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During 1907 in Moncton some six new stores, a hall, and fifty-seven new dwellings were built, at a cost of $125,000. Besides these a great number of houses were remodelled and improved.

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In Dorchester, N.B., this season, the town has installed a system of incandescent lighting at a cost of $10,000; the Gold Coin paint factory has been built; a sash and door factory; also a $20,000 departmental store, and many other buildings.

Reported by Ontario Correspondents

New Brass Mill Completed at Belleville—A Good Christmas Trade Reported—Description of Some of the Window Displays.

BELLEVILLE.

Belleville, Dec. 21.—Despite the many newspaper reports of hard times, especially among the working classes, in various parts of the country, this city can boast of being particularly fortunate in that regard as so far this winter there have been no signs of distress, despite the fact that during the past year the population has increased by about five hundred, nearly all from England and Scotland. Nearly all the factories and industries are working as usual. In fact, the only industry to close down during December was the Belleville Rolling Mills. As it is the usual custom for mills of this kind to close down this time of year for repairs, and the installation of new machinery, little inconvenience was experienced as the men were prepared for the shut-down. About 250 men were affected. The horseshoe department did not close.

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The Lehigh Portland Cement Company laid off about 350 men who were engaged on construction work. They were nearly all foreigners, most of whom left the district. The machine shop did not close down. The firm, which is composed of Americans, claimed that the stringency of the money market was responsible. They have nine big mills in the United States and not a wheel is being turned in any of them. Work will be resumed here in the spring.

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The Belleville Tubular Axle Company, who recently had to move into larger quarters, find their business increasing so fast that they expect to build an addition to their premises in the spring.

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The new Brass & Steel Company's large foundry on Coleman street has been completed and up-to-date machinery is rapidly being installed. When in operation about one hundred skilled men will be employed. H. C. Hunt, formerly secretary-treasurer of the Belleville Hardware Company, is one of the managers of the new concern.

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There is much interest being taken here in the Mayoralty contest, the contestants being Alderman Lorne Marsh, head of the big Marsh & Henthorne Foundry, and ex-Alderman Allan McFee, a well-known jeweler. Both men are very popular, and the contest is going to be a close and hot one. Alderman Marsh has been in the Council several years, the past two years being chairman of finance. He is major of the 15th Regiment, stands 6 feet 2 inches, and is a splendid specimen of manhood. He is 37 years of age. Mr. McFee, his opponent, is about 60 years of age. Your correspondent picks Alderman Marsh to win out. You can't keep the iron man down.

KINGSTON.

Kingston, Dec. 25.—The retail merchants of Kingston did a very good business this Christmas, they had exceptionally fine weather last week, which brought the people in large numbers, and the greatest amount of the buying was done then.

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The hardware dealers here have been using considerably more advertising space in the newspapers than usual, which has greatly increased their sales. Most of them have kept their stores open till late each evening the past week to oblige their customers, and with the stores and windows brilliantly lighted the merchants made a very attractive showing. Well dressed windows are always a great attraction at Christmas time, and in this particular line, the merchants of Kingston made a fine display.

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Work will be commenced on the new smelting building on January 2nd, and the work will proceed as quickly as possible after that date. Men for the construction work have already been engaged, and in the meantime the company have opened an office in the central part of the city, where all business is at present being transacted.

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On Saturday night last, S. J. Horsey, hardware merchant, was very agreeably surprised to receive a Christmas present from his employes of a beautiful silk umbrella. The presentation was made by Mr. Bennett, tinsmith, who asked Mr. Horsey to accept it as a little remembrance from his staff. In accepting it Mr. Horsey thanked the men in a few well-chosen words and said he would always remember their thoughtful kindness in giving him so useful a present.

* * *

Allan Lemmon, son of John Lemmon, of the firm of Lemmon & Sons, hardware merchants, was taken suddenly ill a week ago Sunday, and on the following Tuesday underwent an operation for appendicitis at the general hospital. He is doing nicely at present and his many friends look forward to a speedy recovery.

TORONTO.

Toronto, Dec. 26.—The Toronto hardware merchants are well satisfied with the results of the Christmas trade, and the staffs of the larger stores are busily engaged filling in stocks and clearing out the results of the Christmas rush.

* * *

The windows, especially those on the main thoroughfares, deserve notice at this season. Decked out with a display of all kinds of seasonable goods, the window trimmers in Toronto have this year surpassed themselves, and, as a result, many attractive displays are still on exhibition. For the past two weeks the windows of the down town districts have been brilliantly lighted until late at night with the result that the displays of hardware have attracted widespread attention from passersby.

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Rice Lewis & Son have one of their large show windows representing a carpenter's workshop, the other being dressed with a carefully arranged assortment of cutlery, cut glass and silverware. The effect of the "carpenter's shop" is very real, in the front of the window a lathe is set up and tools consisting of hammers, saws, a tool chest, work bench, in fact, every tool used by the carpenter can be seen. In the background are large Canadian and British flags, which add a loyal Christmas sentiment to the scene which reflects credit on the dresser.

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The windows of Thomas Meredith, King street east, contain sporting goods, carpet sweepers and cutlery. In the window dressed with cutlery a dome has been prepared with steps leading from the bottom to the top, which is occupied by carpet sweepers, while displayed on the steps is a variety of cutlery and pocket knives, tastefully arranged.

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The Russill Hardware Company, 126 King street east, have a sporting goods window which is attracting considerable attention. Hanging from the ceiling are a number of strings of sleigh bells of all varieties, and the window space contains a fine display of skates, pucks, guards, etc., used by hockey players. The window is at its best when the lights are on.

* * *

The Warren Sporting Goods Company, 100 King street west, have a fine and attractively arranged sporting window. All varieties of sporting goods are shown on a background of cotton batting, arranged to represent snow. Skates, boxing gloves, hockey sticks, etc., carefully arranged, make a very artistic and representative winter scene.

* * *

The Vokes Hardware Company, Yonge and Adelaide streets, have a fine assortment of razors, cutlery and razor strops in their windows. The strops hanging from the ceiling are of all varieties, and the razors are displayed on the outside of wood rings containing price cards. The base of the window contains a line of pocket cutlery and carving sets, and a variety of safety razors.

HAMILTON.

Hamilton, Dec. 24.—Christmas week with all its honored customs, kept the citizens and jobbers busy and left very little room for items of correspondence. Everything was hustle and bustle, the last-minute shoppers trying to make up

for their neglect in not shopping earlier, with the consequent rush on the merchants. The result has been that the jobbers have been too busy to talk, and in order to size up the Christmas trade one has to do so from an observer's standpoint. Judging by the crowds which flooded the streets and stores, the store keepers have had nothing to complain of, but it has been stated, but with what degree of authority it is not known, that there have been too many lookers and not enough buyers. The heavy snow storm of last week, which proved such a tie-up to the trade for a few days, proved a sort of impetus in the early part of the week and resulted in a large sale of sleighs and other winter articles.

It is not thought, however, that this season's trade has been anything in excess of former years, while there is the possibility, in the absence of figures, that the receipts of the merchants have not been as large as formerly. The absence of real cold weather has, for one thing, tended to decrease the number of sales of skates, hockey boots, hockey sticks and other skating incidentals and the Christmas givers have turned their attention more to household utensils, etc. When the merchants have recovered from the effects of the rush your correspondent will, doubtless, be able to get an accurate estimate of the trade.

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A number of factories have closed for the Christmas holidays. Some of the firms are prompted to do so because of the absence of orders, while others who are not pressed with work find it convenient to give their employes what has come to be looked upon with them as an annual holiday. There is a large number of unemployed men in the city, but they are mostly recently arrived immigrants. The charitable institutions in the city have numerous appeals for help, as a result, but the recent heavy snow storms have provided work for about 300 men. Most of the mechanics have some work to do and a small majority of them are temporarily walking the streets.

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The yearly custom among the employers of presenting their employes with Christmas turkeys was not followed as thoroughly this season as formerly owing to the exorbitant prices charged for the favorite fowl.

GUELPH.

Guelph, Dec. 24.—The Christmas trade of the city has been far above the expectations of the hardwaremen of the city. One of the largest firms in the city said they would have been satisfied if the trade was as good as last year, but it had been exceeded by a large amount.

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The Standard Valve and Fitting Co. has reopened its plant, after two weeks' shutdown, owing to more modern machinery being installed.

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W. H. Conery, of this city, formerly of the Bond Hardware Co., is now the champion roller skater of the world.

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Mr. Nichol, an employe of the Dominion Heating and Ventilating Co., Hespeler, left this week for Washington State, to join his brother there, where they both have important real estate interests.

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The Spinella Corset Co., Meadville, Pa., has written the secretary of the board of trade, asking for inducements to settle here.

* * *

A narrow escape from serious injury occurred at the Page-Hersey Iron and Tube Co. here on Saturday afternoon. A young Scotchman named McDonald was unloading a hoist, when the chain broke, releasing a beam, which struck McDonald in the face, breaking his nose and gashing his forehead.

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John M. Taylor, liquidator of the Centrifugal Windmill and Manufacturing Co., Guelph, has entered action against the Guelph Rag and Metal Co. to recover $304.47 for goods alleged to have been sold and delivered.

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The Page-Hersey Iron & Tube Co. has increased its capital from $2,000,000 to $3,500,000. This may lead to the extension of the local branch.

LONDON.

London, Dec. 24.—Business in the retail hardware trade this December has not been in it with a year ago. Said a well-known Dundas St. dealer this morning: "We have had the usual number of buyers this month but their purchases have been smaller. Where ordinarily a shopper would have bought a dollar article this season it has been fifteen and twenty-five cent goods." Asked as to the cause he said: "Well, it is my belief that the people have plenty of money, but the daily papers have frightened them with talk of money stringency and approaching hard times and the consequence is that many well-to-do people have been induced to believe that they are really in bad shape. Hence, they tenaciously hang on to what they have."

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At a meeting of the creditors of the Wilcox Manufacturing Company yesterday, the London & Western Trust Company was appointed liquidators and Thos. Baker, J. B. McKillap, C. G. Jarvis and G. N. Weekes were named inspectors. The liquidators will proceed to realize on the assets of the company as soon as possible and the affairs of the concern will be wound up. The liabilities are said to amount to approximately $110,000, but the assets have not yet been determined.

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The Waggoner Ladder Company has resolved to voluntarily wind up its affairs. Nothing has occurred to precipitate the liquidation except that business was found to be insufficient in the present state of the money market to make its operation any longer profitable. The Canada Trust Company was chosen liquidator. At the weekly sittings of the High Court on Saturday, Judge Magee granted a motion to declare the company a corporation to which the provisions of the winding-up act and Amending Acts are applicable. The Judge also granted a motion for the appointment of a permanent liquidator. It is understood the business will be continued in operation for some time so as to work off the assets to the best advantage and that there will be ample to pay all creditors in full. The company's customers will be able to get their goods as usual for a few months.

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Hon. Adam Beck has purchased the Butterworth box factory at Hamilton, the most important industry of the kind in the Ambitious City.

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On Friday evening the employes of the structural and ornamental iron shop of the Dennis Wire & Iron Co. gave the foreman, R. E. Jury, a pleasant surprise when they assembled in the shipping room and presented him with a handsome Morris chair, accompanied with a complimentary address. The address was read by Mr. Hardy and the presentation was made by Miss Dennis. Mr. Jury's reply was that of a much surprised man, but none the less feeling.

* * *

The McClary Manufacturing Company's travelers are at headquarters this week and will remain here till the new year. Last evening they attended a banquet in their honor at the Tecumseh and afterwards visited Bennet's Vaudeville. To-day they are going over the big works and discussing matters of interest to the trade generally and to the concern especially.

CHATHAM.

Chatham, Dec. 23.—The advent of the Christmas season was the signal for some good window displays by local hardware men. The majority featured cutlery, silverware and other articles suitable for Christmas presents. J. C. Wanless, as usual, made an excellent display. The goods were shown to advantage on two sets of V-shaped terraces, a white background with sprigs of holly giving a seasonable effect. Westman Bros. used a similar terrace effect in their large window, though a colored background was used instead of white. Jas. A. King put on a handsome white booth in one window, which, besides enabling him to display cutlery, etc., also gave an opportunity to make a showing of lighting appliances. Stephens & Douglas displayed cutlery, silverware and cut glass, which last they are featuring in their business. In one window a white-covered table gave a handsome and attractive setting to the articles named. Bragg & Son showed fur coats, cutters and other seasonable winter goods. Peter Cunningham put on stove and skate displays, and the display made by Drew & McCallum partook of a similar nature.

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Widdis & Neal, Merlin, have moved their hardware stock into their new block recently completed. Eight Ann

Arbor gasolene lights have been installed in the new store.

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H. A. Hurley has started in business here as a natural gas fitter, being at present located in the office of the National Supply Co., in the Oper House Block. Mr. Hurley has had 15 years' experience in the business in the States.

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Dobbyn Bros.' hardware store at Wheatley was, on Dec. 15, the scene of a blaze which might have proved disastrous had it not been for the good work of a hastily improvised bucket brigade. The blaze originated in an old stove in the store room, and was discovered about 2 o'clock in the morning, in time to prevent it spreading to the main part of the store. The loss on the building, owned by G. D. Dobbyn is about $350, covered by insurance, and on the stock $50, with no insurance.

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The Saturday before Christmas brought big crowds to Chatham, and business was rushing all day. Monday and Tuesday were, however, off days.

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On Dec. 23 Dresden ratepayers by an almost unanimous vote carried the by-law to grant aid to the Chatham Carriage Co., to induce them to locate in that town. Out of 350 votes poled only 16 were against the by-law. The company will be known henceforth as the Dresden Carriage Co., the men being chiefly old employes of Wm. Gray & Sons, Limited, of Chatham, including Ira Teeter, F. E. Fisher and A. Cook. The by-law provides for a loan of $19,100 repayable in 20 years without interest and a bonus of $900. The company are to erect a building and plant at a cost of not less than $25,000 and to employ 50 hands the year round.

* * *

By a by-law passed on Dec. 17 the head office of the Iroquois Pipe Line Co. was transferred from Chatham to Toronto. The head office of the Volcanic Oil & Gas Co. was also transferred. The two companies, which are practically identical, are jointly engaged in supplying Chatham with natural gas which is distributed through the Chatham Gas Co.'s mains.

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The city water works have just concluded a most successful year under municipal ownership. At the water commissioners' last meeting on Monday night their cash statement showed a balance of $4,634.75 in the bank, of which amount the commissioners handed over $3,000 to the city. During the year extensive improvements have been made to the plant, including the installation of new filters.

DETACHABLE RAZOR BLADE

L. Heuser, New York, has invented a razor with a detachable blade. By detaching the blade can be easily ground, thus doing away with the present process of honing, which is said to spoil the temper to a great extent.

West of the Great Lakes

How Dealers Suffer by Farmers Failing to Get Good Prices for Grain—New Industries Being Established at Saskatoon—Interesting News of the Mining and Lumbering Industries in British Columbia.

SASKATOON.

Saskatoon, Dec. 18.—The stores now look bright and present a holiday appearance. Seasonable goods have been brought forward and priced so that the customer can easily make a quick and suitable selection. Hockey goods, skates, curling stones and brooms are displayed to advantage, and with the opening of a new rink here these goods should move.

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A rather neatly trimmed window may be seen this week at James Clinkskill's store. Some fine china and crystal ware are placed on the bottom of the window and behind a row of table lamps suspended from the ceiling are several prettily colored hanging lamps. On this a soft light is thrown which produces a very artistic effect, showing up the colors to advantage.

* * *

Another display worthy of mention this week may be seen at the store of W. Hopkins, on the west side. The window is devoted to cutlery. A circle of wood, a star and a tringle are covered with white cloth, and placed in the window. Pocket knives are stuck into the circle, scissors are hung from the star, and the triangle is devoted to razors. The remainder of the space is filled in with plated ware and carving sets.

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It is interesting to note that many of our business men are taking an active part in civic affairs. W. Hopkins has been returned to the City Council by residents of Ward Two for a term of two years. Alderman Clark represents Ward One, and J. E. Paul is a member of the Public School Board. M. Isbister is on the Board of Trade, and J. F. Cairns is chairman of the High School Board. Amongst other important business to be taken up by the new Council is the telephone question.

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An outfit consisting of fifteen teams has set out for the Eagle Lake district, for the purpose of beginning operations on the new coal mine. J. J. Davies, superintendent of mines, is in charge of the operations and it is intended that work will proceed all winter. Mr. Davies has already been out to where the coal has been located, and states that prospects are good for a considerable supply. Men and material are on the way and a couple of carloads of machinery have been ordered from Winnipeg. The mine will be tapped as soon as possible, and the machinery installed, and it is expected that by February the first output of coal will be made. If the seam turns out to be a good one it will be an excellent thing for the district, as settlers have now to team coal and all other necessaries for more than a hundred miles. It will also hasten railway construction and help to develop the surrounding country.

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It was thought that work on the Grand Trunk Pacific line would continue all winter, but operations have now been suspended and may not resume until spring. It is understood that the chief reason for doing this is due to a scarcity of ties, and a cessation of work will give time for plenty of material to be sent to the different sections of the work. The closing down of work, however, has thrown a good many men out of employment, and it will be difficult for them to get anything to do at this time of the year.

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That this has been a good season for grain buyers is evident. In the absence of the competition of the commission man and with so many grades to work on, the buyers have had it nearly all their own way. They have not missed the opportunity to make hay while the sun shines, and there has been some cause for grumbling amongst farmers about the grading that has been done. The question of grain selling and shipping might well be taken up by the different Board of Trade to see if there is some way of standing by the farmer to see that he gets justice. If the seller does not get full value for his product from which he earns his living he suffers in consequence, his funds are low and he cannot spend as freely as he would otherwise do. Should the Boards of Trade be unable to do anything in the matter, it might pay the farmers in some districts to have a qualified representative to look after their interests. A good deal of Saskatchewan wheat has averaged between No. 3 and 4 grades, and there is a difference of nine or ten cents per bushel. This does not seem reasonable for on an average load it would mean a difference of seven or eight dollars. Supposing a load fell a trifle short of No. 3, according to prevailing customs, it would have to drop at once to No. 4, and fetch the price fixed for No. 4. If the wheat growing industry of Western Canada was in the hands of a farming trust or some such combine, means would be adopted whereby the last cent would be exacted from the buyers. In a country or district where the staple product is grain, the government should see to it that some standard is fixed to enable the farmer to form an approximate value of what he produces, and to see that there is fair play. A case came before the Board of Trade here lately where a farmer brought some flax to town. He claimed his flax was of good quality and knew that the price of good flax was $1, but on selling only realized 65 cents. On inquiry the Board of Trade were in-

formed that while $1 was the value of good flax, that brought for sale was inferior. The farmer is not satisfied, he knows that he is being jewed, but what can he do under the circumstances? He knows also that the same thing is being done where wheat is concerned, and is justified in kicking. This sort of thing is keenly felt, and more so this year on account of a late season, distructive frosts and a tight money market.

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Prince Albert sold debentures amounting to $160,000 to the Imperial Bank at 84.

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An explosion took place at the Queen's Hotel, Prince Albert, a few days ago. The kitchen range blew up, it being supposed that the pipes were frozen.

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This week your correspondent interviewed most of the plumbers and tinsmiths around town and found that they had all a very good season, having put through as much work as they could conveniently handle, and, in some cases, work had been undertaken out of town. Others were so rushed with contract work and larger jobs that repairs and smaller jobs could not be touched at all during the busy fall season.

* * *

Elford & Cornish had the work on the Iroquois Hotel, where two bath tubs, three lavatories, four closets, two sinks and one urinal were fixed. Other jobs by the same firm are as follows: Saskatoon Bottling Works, closets, sinks and floor drainage. MacBeth & Young's block was supplied with closets, lavatories and sinks. Lunn's Hotel at Asquith had been fitted with a steam heating plant, and the Saskatoon powerhouse was also fitted with steam heating and plumbing fixtures were installed. Over fifty Tilden, Gurney "New Idea" hot air furnaces had been set up during the year in various houses around town. A large contract now on hand is the heating of the Canadian Pacific Railway station and freight sheds. Two "Bright Idea" steam boilers of the Gurney foundry make will be used, besides various other fixtures.

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G. G. Taylor, who started business here this spring, has now opened an office and sample room on Second avenue where he will transact all business, and the following long list of contracts undertaken goes to show that he has not been idle these last few months. The largest job of the season, the plumbing of the new City Hotel, was secured by him. The chief fixtures in this building are 8 tubs, 23 closets, 82 lavatories, 4 slop sinks, 2 kitchen sinks and 3 urinals, 6 laundry tubs and 1 kitchen sink were added as extras. The heating of this job went to another contractor. Two other large contracts successfully tendered for were the plumbing and heating of the Chubb block and the plumbing and heating of the Massey-Harris building. In former, 1 bath tub, 4 closets, 4 urinals, 4 lavatories and 2 slop sinks will be used. A Taylor-Forbes steam boiler will be installed with twenty-nine radiators. In the Massey-Harris building 4 closets, 3 lavatories, 2 sectional lavatories and 2 urinals were placed. A Taylor-Forbes steam heating plant has been installed with twenty-seven radiators. The plumbing was "roughed in" for the following houses and made ready for the sewer and water connections: W. W. LaChance, Sheriff Calder, J. Ridley, R. M. McKay and Dr. Bromley. In Dr. Croll's house a bath tub, closet, two lavatories and kitchen sink were placed; and in J. McMillan's house a closet, lavatory, bath and sink. In F. Engen's house in Nutana a Pease Economy hot water heating system was installed with fourteen radiators.

* * *

Russell & Barrett have closed their office and sample rooms here and samples have been taken to headquarters at Prince Albert. Some of the work done by them was the plumbing of the Phoenix building, plumbing of F. Engen's house, plumbing of S. Snell's house, and plumbing of Mr. Archibald's house. This firm advertised extensively in the local papers and should have been well patronized as a stock of goods was always kept on hand.

* * *

Work done by the plumbing and tinshop department of M. Isbister & Son is as follows: Plumbing and steam heating the National Trust Company block, 3 closets, 3 lavatories and 1 sink were used. A Florence steam boiler has been installed with thirty-five radiators. It is expected that this building will be enlarged in the future and the boiler is large enough for future extension. Plumbing and steam heating the Windsor Hotel, 3 bath tubs were used, 10 closets, 4 sinks, 2 slop sinks, a three stall clate urinal, and lavatories in each room. A Florence steam boiler was also used here for heating, and sixty-five radiators were fixed. The same firm also did the cornice and iron work on this building. A contract which took the men out of town for some time was that of heating and ventilating the school at Davidson, Sask. Here a Pease Waldon's steam heater and ventilator was installed. This is a direct on undirect system of heating and ventilating, and twenty-seven radiators were placed in the school. There was also the galvanized iron work on roof, and cornices, pediments, etc. Two large Economy hot air furnaces were fixed in the Warman Hotel, Warman, and about twenty furnaces of various sizes were placed in houses around town. A hot water heating system was overhauled and put in order at Coulthard's house. In M. Isbister's house one bath tub, two closets, one lavatory and one sink were placed. A Pease-Waldon Economy boiler heats the house and twenty-two radiators are used. F. S. Cahill had a Pease-Waldon combination hot air and water heating system installed in his house. This is worked by a special coil in the furnace, and hot air or water, or both can be used at discretion. The plant cost about $850, and is very satisfactory. Eight registers are used and nine radiators are placed in exposed parts throughout the house. An important contract now on hand is the plumbing of the Canadian Pacific station and freight sheds. In the station building will be placed 3 lavatories, 3 urinals and 8 closets. In the freight sheds 3 lavatories, 4 closets and 2 urinals. There is also the iron work on both station and freight sheds, and the iron work on the City Hotel and the Massey-Harris warehouse. On these and similar jobs in town an immense quantity of sheet iron was used.

* * *

The Western Plumbing & Heating Co. had also as much work as they could handle during the season. Plumbing was installed in houses for J. Wilson, Dr. Young and Gordon. Plumbing and heating J. G. Willoughby's house and hot water heating of Sheriff Calder's house. Plumbing and heating the Northern Bank, and the Saskatoon Liquor Store, and heating the Saskatoon Nursery. Plumbing was installed in several of the hotels. In the Western, 3 tubs, 8 closets, 3 lavatories, 2 urinals, 2 sinks and 2 slop sinks were fixed. In the King Edward Hotel, 1 tub, 4 closets, 2 urinals, 3 lavatories and 2 sinks. In the Hotel Butler, 1 tub, 3 closets and 2 sinks. Plumbing and heating was also done for the Horschen-Wentzler Brewing Co., and twenty-four radiators were used for heating purposes. There is also a contract on hand for plumbing and heating the new courthouse, but the building is not yet ready. Forty-three radiators will be needed for this job.

* * *

J. F. Cairns tendered for the following contracts, and W. F. Moser supervised the work which was done by the Western Plumbing & Heating Co.: Plumbing house for F. S. Cahill, W. H. Bulmer and G. Alexander; plumbing and steam heating the Hanson Block, the Sutherland Block and the Gordon & Sparling Block; plumbing and hot water heating the Bank of Commerce. In the latter an Oxford boiler was used and the building required forty-nine radiators.

* * *

The largest steam heating job of the year was that of the City Hotel, and this was installed by the Splayford Iron Works Co. A 55 h.p. boiler of the Frost Manufacturing Co. was used with one hundred and thirty-three radiators.

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Although some of the above contracts are not yet finished, piles of radiators which had lain on the streets for months have now been placed in the various buildings.

* * *

Saskatoon, Dec. 20.—On Dec. 15 the first Canadian Pacific Railway train entered the city on the company's own tracks. It is just a year since their last train pulled out when the company

relinquished control of the Regina to Prince Albert road to the Canadian Northern Company. On Sunday the last bit of steel was laid on the new line which connects Saskatoon with the east. The company will at once begin to haul freight and grain but there will be no passenger service until the line is passed by the Government which will not be until ballasting is completed next spring. The opening of the C.P.R. means a great deal for this part of the West and merchants are looking forward to its being in full operation next year.

* * *

W. F. Moser has left on a trip to his home in Blyth, Ont., but will return after the holidays. Mr. Moser has severed his connection with the hardware department of J. F. Cairns' departmental store and has taken an interest in the Hub Roofing and Cornice Works.

* * *

Mr. and Mrs. James Clinkskill have just returned from a trip to the Old Country. Mr. Clinkskill combined business with pleasure and while in Glasgow disposed the city's debentures to the amount of £250,000.

* * *

A meeting of Prince Albert storekeepers was held in the Board of Trade rooms a few nights ago. W. Ledoux, organizer of the Western Retail Merchants' Association was present and it was decided to form a local branch. G. R. Russell was elected president and T. D. Agnew secretary. The object is mutual protection and it is expected that the local branch will have a large membership.

* * *

Samples of clay sent to Toronto by the Keltic Brick Company have turned out to be very suitable for the manufacture of pressed brick. A company was formed recently by local capitalists who have acquired forty acres of land near the city and it is understood that the plant has been ordered in order to commence operations in the spring. The clay burns a deep terra cotta red and will doubtless be in good demand locally.

VANCOUVER.

Vancouver, B. C., Dec. 20.—Dealers report business very good for them during the month. Building has been more active even than usual for there has been more fine weather than is expected in December, which is one of the rainy months of the winter. This has been exceptionally fine and dry, with frost for the past week, and bright weather. There has been, of course, a dropping off in trade with logging camps and mills, which are mainly closed down for the present. The mills always close at this season, if at all possible, for their annual overhaul, while the logging camps never fail to send in their quota of holiday-seekers at Christmas time. There is no more festive bird than the British Columbia lumber-jack, and if he did not get into Vancouver several hundred strong, for the Christmas week festivities, there would be something wrong with his internal economy for the next six months. There are actually special trips of the coasting steamers made to bring in the men from the camps upcoast. It is evident from the preparations being made by lumbermen that a big season's activity in the woods is expected. This adds to the hardware trade of the coast cities very materially.

* * *

In Christmas trade retailers report such lines as cutlery selling well. Roller skates have also been very popular and in big demand this season, and as there is but a trifling amount of ice-skating possible any season, while roller skates can be indulged in the year round, the former is the best seller.

* * *

In mining circles it is reported that within the past few days a contract has been made to ship ore from the Monarch mine, near Field, township Toronto, the contract being 1,000 tons monthly. The ore is zinc and lead. The Canadian Concentrating & Smelting Co., which owns the mine, has recently reorganized and appointed a new manager, A. Wheeler, who will construct roads to bring the ore out to the railway at Field.

* * *

Coal mining in the Nicola Valley is progressing very satisfactorily. A very high-grade coal is being mined and the output is increasing steadily. The Nicola Valley Coal Co. expects to increase its present output of 150 tons daily, to 1,000 per day in four months. One seam they are mining is over 18 feet thick. The coal is fine for steaming purposes, and will likely be largely used by the C.P.R. on adjacent sections of the main line, and on the Okanagan Lake boats.

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On the Diamond Vale property another mine being pushed in the Nicola Valley, a shaft has been sunk which has recently struck the seams which were being sought. Some delay has been caused by water, but otherwise this company, too, has made good progress. The mine is not yet on a shipping basis. These are the only coal mines in the western interior of the province advanced to shipping stage. The shipping mines so far have all been on the east coast of Vancouver Island, mainly at Nanaimo and Cumberland. The smelters of the interior get all their coke from the Fernie and other Crow's Nest Pass mines.

* * *

Good progress is being made with the plant of the Canada Zinc Co. at Nelson. They expect to be smelting zinc ores by the beginning of February. The plant is designed for the electric reduction of zinc ore the first of its kind on the continent. One is successfully operating in Sweden. At present many mines in the Slocan are idle because the lead smelters exact a penalty for zinc units over 10 per cent., as there is no plant operating to save the zinc values. This new plant will open many of these zinc-lead mines.

* * *

An interesting shipment was recently made to California, of Australian hardwood, brought to this port by the Canadian-Australian steamers. The timbers weigh in some cases two or three tons, and are very hard to handle. Owing to their length and weight they can only be handled one at a time. The captain of the steamer Governor said that in unloading a two-ton stick at San Francisco it dropped in the water and sank like lead, the services of a diver being necessary to recover it. The trade in Australian hardwood timber is increasing, a whole cargo being now en route to British Columbia ports. The woods are adaptable to many purposes, and some of them are particularly fine for cabinet work and interior finish.

* * *

The spectacle of laying cement concrete foundations for wood-block-paving in December is a novel one to Eastern Canadians, especially to those from the Prairie Provinces, where such work would be impossible. The city has now under construction the pavement of a street in the southern part of the city, and cement work is being done right along. Slight frosts this week stopped it temporarily, but it is going ahead again. The Council has in hand other paving work which is to be undertaken as soon as possible, as in the summer season there is always a shortage of help.

* * *

The unemployed labor question has been met by the establishment of a civic relief bureau at which all men are required to register. Temporary relief is given them and they are provided work as soon as possible. The harrowing tales sent out of thousands in destitution have been cut down very greatly by the organization of relief. Instead of thousands, as the men claimed, but 750 have so far registered, in the ten days since the office was opened. The majority of these have been assisted, though many are not worthy, being mere hoboes attracted from the south. There is little danger of too great a labor supply when the busy season commences in the early part of the year. Just when these unemployed arrived in Vancouver, many from the Old Country, and many from the Prairie Provinces, it was the time when the season's work was well over, and many industries were curtailing or shutting down for the winter. The conditions are absolutely the same as are experienced every year, the only cause for comment being that many men without means came here at the end of the season depending on getting work at once

Bright Outlook in Maritime Provinces

"The turn of the Maritime Provinces is coming," said W. Shives Fisher, of Emerson & Fisher, wholesale hardware firm of St. John, N.B., with cheering confidence, when interviewed as to the state of affairs in his part of the country by Hardware and Metal at the Windsor Hotel, Montreal. The vigorous personality of the speaker seemed to illustrate the progressive spirit now dominating the provinces, while his inspiriting optimism as to the future was a welcome relief to the hard times talk of the present moment.

In reply to a question as to how the financial situation was likely to affect the commercial progress of the Maritime Provinces, Mr. Fisher said that the business depression of to-day was less likely to influence seriously that portion of the Dominion than any other. Business, as a rule, was steadier there than elsewhere, and while the progress in trade had been of consistent growth, there had been no boom, thus giving no loophole for slumping reaction of a similar ratio. Again the natural resources of the Maritime Provinces, while rather slow in their development, were becoming more fully recognized. The people too, were more imbued with the possibilities of the country. "It only requires a little consideration," said Mr. Fisher, warming to his topic, and a glance over the field, to see the reason for this progress, and for confidence in the future. Take, for instance, the vast coal areas of the Maritime Provinces, Cape Breton, Pictou and Cumberland counties are practically great coal beds. The percentage of the area that has so far been opened out, as compared with the total that is available, is very small. In New Brunswick, a province which, at one time, was not supposed to be possessed of any mineral wealth, there has been developed in the past few years large coal areas in Queen's County which suggest possibilities of greater hidden wealth in other districts. Then again, recently in Gloucester County, a very large iron deposit has been found, and within a few weeks the entire rights to the property were purchased by the Drummonds of Montreal. The new owners claim that they have in this property one of the largest and most important deposits of iron in all Canada, estimating the amount of good trade ore at not less than 10,000,000 tons. The company state that it is their intention to develop the property without delay, and if the results equal their expectations they will construct large furnaces on the spot. Then again, the Dominion Iron and Steel Company are spending considerable money at Lepreaux on the Bay of Fundy in making tests as to the quantity and quality of the iron ore known to exist there. Up to now the results have been very satisfactory. In many sections of Nova Scotia gold is found, while copper is known to exist both here and in New Brunswick.

"What about the other sources of wealth in the provinces?"

"Well," replied Mr. Fisher, "in considering these, lumber naturally heads the list. The growing scarcity of timber for the production of lumber, pulp, and all wooden goods, is becoming more keenly felt the world over. You can see therefore, that the great lumber areas of the provinces are becoming yearly a greater source of wealth. Within the past year or two a new market for New Brunswick lumber has been found in Ontario, and during the past season the consignments sent west were large.

The Fishing Industry.

"Then," continued the speaker, "take the fisheries. With 5,600 miles of sea coast in the three provinces, the fishing industry is one of great and growing importance. The annual value of the yield is about fourteen million dollars. With the improved methods of handling, curing, and marketing, the industry, as new markets are continually being found, will become increasingly valuable. The shipments of fish from the Lower Provinces to the west are now quite an important factor in the trade. The fruit industry, too, is one of growing importance, the yield of apples from the Annapolis Valley for the past year exceeding 500,000 barrels. The fruit finds a ready market chiefly in Great Britain, where shipments are made regularly through the winter. Storage warehouses have been built at various centres, which, coupled with greater care in packing and inspecting, are helping very much in marketing the product, and securing the highest ruling prices. During the past few years, it has been fully demonstrated that the St. John River Valley is capable of growing apples of excellent quality. Each season a large addition to the acreage under cultivation is being made, and it is expected within a few years that apples will be one of the most important crops in that district. Another interesting phase in the development of the past few years, has been the shipment of large quantities of potatoes from the counties of Carleton, Victoria and Madawaska to Ontario where the quality of the New Brunswick tuber is greatly appreciated

"Then, again," said Mr. Fisher, "while treating of the natural resources of the Maritime Provinces the present and prospective value of their agricultural wealth must not be overlooked. Unfortunately up to a very recent date, and in fact even at the present time, too little attention has been paid to farming pursuits, with the result that taking the country as a whole, there exists a good deal of backwardness in this direction. Some districts, however, notably Prince Edward Island and some sections in both Nova Scotia and New Brunswick, are happy exceptions. The possibilities in store in connection with agricultural development, especially dairying and sheep-raising, are hard to estimate. But the farmers must be educated to a fuller realization of their opportunities. At the present time they are buying food products which they should raise for themselves. In fact, the farmers should go a great deal further than this, and should produce large quantities of food products for export, for they have at their command lines of steamers running regularly from the ports of St. John and Halifax to London, Liverpool, Bristol, Glasgow, the West Indies, as well as to European and South American ports, thus giving them easy aceess to the greatest markets of the world.

"You ask me as to the industrial outlook. Well, this is greater than is generally supposed, and it may be interesting for you to know that in many lines of manufacture which have grown up in the past few years our people are not only able to meet the requirements of our own markets, but are making extensive shipments to Quebec, Ontario and the Northwest. I have now before me a list of the names of some 120 manufacturers scattered through the Maritime Provinces who are shipping increasing quantities of their goods to the West. In fact, in talking with the general freight agent of the Intercolonial, a few days ago, he informed me that whereas it was quite the rule a few years ago to haul a great many empty cars west, this had become a thing of the past, and that the shipments of manufactured goods, and natural products from the Maritime Provinces west over the Intercolonial had grown so large that such a thing as an empty car going west was unheard of. In fact, all the new cars being built by Rhodes, Curry & Co., Amherst, were generally sent west loaded. This, as you can see, shows the change that has gradually, and almost imperceptibly come about. These are the reasons, therefore, why the people of the Maritime Provinces have cause to look hopefully to the future, and to feel that the turn of the east, for its share in the great national prosperity has arrived."

St. John's Winter Trade.

Replying to a question as to the development that has taken place at St. John in connection with the winter traffic, Mr. Fisher continued: "The people of this country are pretty well aware of the sacrifices that the citizens of St. John have made in order to equip the port with the facilities required to divert the traffic from American to Canadian channels. Up to now about one and a quarter million dollars, in round figures, have been spent to bring about this end. At the outset, no thought of spending any such sum was entertained, but year by year the steady growth of the traffic has made it necessary to add to the equipment of the port, always in the expectation, that the Government of the country would finally take over and make it a national undertaking; and it has been with this idea constantly before them that the St. John people have been willing to face the burden of increased debt thus placed upon their shoulders."

PRIZE FOR HOLIDAY ADVERTISE MENT

The editor of Hardware and Metal offers a prize of $5 for the best advertisement of hardware articles published in a Canadian newspaper during the month of December.

Advertisements must be devoted to the sale of Christmas Goods, such as cutlery, sporting goods, household articles, sets of tools, lamps, silverware, shaving sets and any specialties sold by hardwaremen during the holiday season. Preferably the ads. should be from one to four columns in width rather than full page size, in order that each competitor will be on an equal footing.

Get Your Printer to Help

While the writing of the ads. must necessarily be done by a hardware merchant or clerk, the arrangement of the matter can be done by the local printer. Too often both merchant and country publisher neglect to give proper attention to the modern and attractive display of advertisements. Poorly set ads fail to bring the merchant proper returns and the merchant gets to look upon his ad. appropriation as a charitable contribution to the publisher. Both merchant and publisher are losers.

Ask your local publisher to cooperate in getting up a series of Christmas business bringing ads. and send in one or all of the series. The prize is worth getting but the experience is worth more than the prize.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted in Canada by English manufacturer of edged tools, joiners' tools, augers, saws, shears, etc.; also crucible steel, files, etc.; one of the best known British brands, correspondence to "Rip-Saw," care of HARDWARE AND METAL, 88 Fleet Street, London, England. [50]

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

REPRESENTATIVE for Toronto wanted, to call on hardware and paint trade; must be young, enthusiastic, ambitious and a good salesman; splendid opening for the right man. Apply with references to Box 680, HARDWARE AND METAL, Toronto. (51)

A SOLINGEN manufacturer of pocket cutlery, razors and scissors is open to appoint an agent for the sale of his goods in Canada; his present agent is retiring from business. This is a good opportunity for a young man with a small capital to make money, as the cutlery has a large sale with the best retail trade. It is necessary to carry a stock of about $3,000. Apply to Box A, HARDWARE AND METAL, Montreal.

AGENCY WANTED

WANTED—Sole agency for high class line of hot air furnaces by reliable hardware firm at Calgary, Alta. Address Box 678, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—About $1,500 worth of hardware and $200 worth of glass, at 75c. on the dollar; 400 ash front hardware drawers assorted sizes, from 4½ inch to 14 inch x 6 inches high, with solid brass pull at 9c. each; one 6 foot square-top show case, $10; two 60-gal. coal oil tanks at $300 each. J. D. Murdoch & Co., Simcoe, Ont. (52)

FOR SALE—By tender or otherwise—Fully equipped foundry with several sets of furnace patterns, and tin shop with full line of up-to-date machines for turning out any kind of work expeditiously; cheap power and the best of railroad facilities. Full information, address, Box 676, HARDWARE AND METAL, Toronto. (51)

FOR SALE — A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (1)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED — Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

BUSINESS WANTED

WANTED—Good live hardware business in Ontario. city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—A good tinner on furnace work, capable of doing plumbing work. Year round job to the right man. Address Box 436, North Bay, Ont. (52)

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has th finest of schools and churches and a beautiful lake Box 670, HARDWARE AND METAL, Toronto. (52

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED by January 1st—Position as hardware clerk, 5 years' experience; references. Box 673, HARDWARE AND METAL, Toronto. [52

HARDWARE clerk with four years' experience in general hardware wants situation at once; references. Box 675, HARDWARE AND METAL, Toronto. (51)

HARDWAREMAN open for immediate engagement. Box 679, HARDWARE AND METAL, Winnipeg. (52)

Assignee's Notice of Sale

UNDER and by virtue of the powers contained in a certain assignment, which will be produced at the time of sale, there will be offered for sale by tender the $1,600.00 hardware stock of Messrs. Caley Bros., in the Town of Latchford, consisting of miners' and prospectors' supplies, hardware, paints, oils, glass, tools, notions, tinware and general shelf hardware, show cases, furnace, safe, etc., etc.

Tenders will be received by the undersigned up till Saturday the eighteenth day of January, 1908, and will be opened at the office of the undersigned in the Town of Latchford, on Monday, the twentieth day of January, 1908.

TERMS—Each tender must be accompanied by a marked cheque for twenty per cent. of the amount thereof, cheque to be applied on purchase money of tender, if it be accepted, otherwise to be returned to the tenderer, balance of purchase money to be paid in two equal instalments to be secured by paper bearing current rates of interest, acceptable to the Canadian Bank of Commerce, Latchford.

For further particulars and conditions of sale apply to

SCOTT, SCOTT & MacGREGOR,
Latchford, Ontario,
Vendor's Solicitors.

Dated at Latchford this 10th day of December, 1907.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Dec. 27, Room 511, Union Bank Bldg, Winnipeg, Man.

Wholesale hardware merchants in Winnipeg report business very quiet at the present time, due in a considerable measure to the financial situation and partly to the fact that there are not so many buildings in course of construction as there were at this season in other years. The holiday season is also having its effect on the trade and, as usual, almost all the travelers are off the road. The only quotable change this week are slight declines in turpentine, barrel lots, and in linseed oil.

Rope—Sisal. 11c per pound and pure manila, 15½c.

Lanterns—Cold blast,. per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base, oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11. $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over. 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper, No. 7, 36½c; No. 8, 37¼c; No. 9. 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38¼c and No. 10. 41¼c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 per cent.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 and 10 per cent.

Blocks—steel blocks. 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings; 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.00.

Tinware, Etc.—Pressed, retinned, 70 pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enameled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66; Buffalo tarred, 69c; Lion, plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 lbs., $7.25; chilled, $7.65; buck, $8.05; 28 ball, $8.45. Powder,: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Plainished copper, 33½ per pound.; plain, 28½c.

Iron Pipe — Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ½ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.35; Eocene, in bbls., per gal., 24c; per case, $2.50; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 27c; f.o.b. Winnipeg, in cases, $2.75.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 80c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil. 3c per gallon advance on these prices.

PRISON-MADE WIRE NETTING.

The government of Victoria has installed a modern factory for the manufacture of wire netting in the principal state prison at Melbourne. The plant cost in the neighborhood of $30,000 and consists of 8 machines for weaving wire, two selvage machines for twisting the double wire which runs along both edges of the netting, twelve coil lathes for preparing a portion of the wire for weaving and a complete galvanizing outfit. The motive power is supplied by gas engines. It is said the plant has a capacity of 5,000 yards of 3 feet 6 inch netting of 1½ inch mesh per day.

Several Australian states have been importing large quantities of this wire and selling it to property holders at cost price, to protect their farms and gardens from the ravages of rabbits. Wire netting made by the Melbourne prison will be sold to farmers within the state at the cost of production.

PRIZES FOR BEST WINDOW DISPLAYS

Two prizes of $5 each are offered for the best holiday window display sent in before January 1, 1908. The display must be made up of goods usually carried in a Hardware stock, and samples of ads. appearing in the local papers should accompany the photos. The editor will also pay $1 for the best dozen or more photos accepted for publication, so competitors should not endeavor to get cheap photos. Several photos had to be rejected last year for this reason. A brief description of how the display was constructed, with some information regarding results secured in sales of articles displayed, should also be sent with the photos.

How Prizes Will Be Divided

One of the prizes will be given to the winning competitor in a city of 25,000 or over and the other will be awarded for the best photo sent in by a hardwareman or clerk in a town or city of less than 25,000. In this way the dealers in the smaller towns will not be competing against the large city stores which have the most modern windows, lighting fixtures, etc.

Clerks who gain a reputation for good window displays will find the honor of winning this competition of greater value than any monetary prize we could offer. The opportunity presented should not be neglected. Prepare at once to arrange a display and send us a photo of the window.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

PRIZE FOR BEST SELLING PLAN

During the coming holiday season much will depend upon the methods of displaying goods, of arranging the store interior, of putting together some novel display fixture or table for the display of special lines, or of devising some original advertising scheme to sell goods. Every merchant should encourage his store assistants to put their brains to work to figure out special plans which will help to clean out the holiday goods in stock as early as possible. It might even be worth while to offer a prize for the best suggestion made by any of the store staff.

Prize of Three Dollars

Some merchants have adopted a "Children's Day" to interest the young folks, while others have had contests, with a large doll for a girl or a magic lantern for a boy. Still another plan is the distribution of checks good for ten or twenty-five cents on holiday goods of a certain value purchased at the store.

Take a photo of the special interior display, send us a copy of the printed matter or a description of the selling plan and forward to the Editor before January 1, 1908. A prize of Three Dollars will be given to the hardwareman or clerk who sends in particulars of what the editor considers the best and most original selling plan for holiday trade.

ADDRESS THE EDITOR

HARDWARE AND METAL

10 FRONT ST. EAST

TORONTO

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment—it is right because

IT covers wears looks **WELL**

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY

Practical Talks on Warm Air Heating

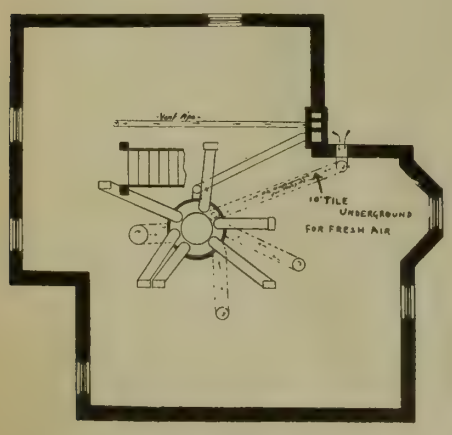
The Tenth of a Series of Articles by E. H. Roberts.

ESTIMATING COST OF FURNACE JOBS.

To realize the advance that has been made in warm air heating during the past few years it is only necessary to compare a plant such as is here shown with a warm air plant of the old kind. With the old method as many basement pipes were required for warm air as there were rooms to be heated, and the warm air registers were placed as near the outside walls as possible. The result was a basement full of long level pipes and so many ways for the warm air to go that it usually succeeded in getting nowhere.

In this plan only six warm air pipes are required to heat twelve rooms, and not one of these six pipes is over seven feet long. Under such conditions it is safe to say that the circulation of the warm air will be just as positive as hot water and the loss of heat by friction and radiation in basement is reduced to a minimum. Side wall registers are shown on first floor and these connect with wall stacks leading to rooms above. The cold air supply is mainly for inside, although there is an outside pipe which will furnish all the fresh air that is necessary. A ventilating pipe is also shown from office on first floor connecting with vent flue of chimney by means of a basement pipe, and if desired all the rooms can be ventilated in the same manner, or by placing vent faces in the baseboard the vitiated air can be carried up between the studdings into attic and connection made there with vent flue.

Many dealers never know the exact cost of the furnace jobs which they install and as a consequence they often



Basement Plan.

put in furnaces with little or no profit. Below is a form for estimating the cost of warm air work. Something of this kind is almost necessary to prevent haphazard price making and it is a great satisfaction to know positively whether your furnace business is paying you a profit or creating a deficit in your bank account.

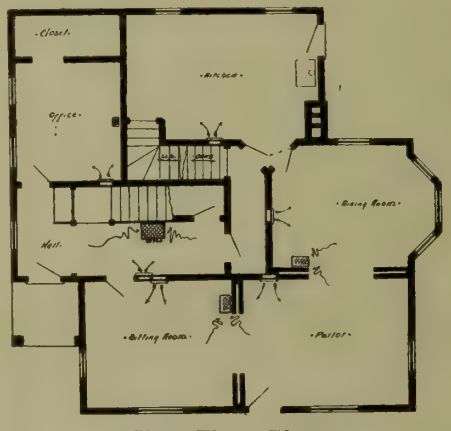
Furnace Estimate for Mr.....
Plan No. .....Date....190

No.		Furnace		%
No.		Casing		%
Set No.		Covering Bars		%
No.		Side Wall Regs.		Boxes
No.		"	" "	"
No.		"	" "	"
No.		"	" "	"
No.		"	" "	"

Less %

No.	Boots for No.		Registers
No.	"	"	"
No.	Angles	"	"
No.	"	"	"

Registers	Borders
"	"
"	"
"	"



First Floor Plan.

	Faces			
	"			
	"			
	"			

Less %

Ft.	Runs	Wall Pipe	Ft. @
"	"	"	"
"	"	"	"

No.	Heads	
"	"	
"	Boots	
"	"	
"	Elbows	Angles
"	"	"

Less %

Inch Round		Elbows	Angles
	"	"	"
	"	"	"
	"	"	"
	"	"	"

Casing Collars
Hot Air Dampers

Reg. Boxes		Warm Air
"	"	" "
"	"	Cold "
"	"	" "

Ft.	Inch Round	Pipe
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	"
"	"	Smoke "
"	"	" Elbow
"	"	" Damper

Second Floor Plan.

"	"	Gal. Cold Air Pipe Elbows					
"	"	"	"	"	"	"	"
"	"	"	"	"	"	"	"
"	"	"	"	Three Angles			
"	"	"	"	Damper			
"	"	"	"	Shoes			

Less %

Roll Asbestos Wrapping	lbs. @
Brick Work	(Estimated)
Day's Labor, Furnace Man and Helper	"
Carpenter Work	"
Freight lbs. @	"
Cartages	"
Railroad Fares	"
Hotel Bills	"
Ventilation	"

Combination Hot Water Work.

No.	Boiler Placing	%
Time Placing Same in Furnace		
Ft. of Hot Water Radiation inch		
Ft. " " " "		
Iron Pipe, Fittings, Valves, Etc.		
Expansion Tank		
Lbs. Bronze		
Qts. Liquid		
Extra freight	lbs. @	
R. R. Fare, Board, Etc., for Fitter		
Day's Labor for Fitter		

NEW NAME FOR STOVE.

A short time ago the McClary Manufacturing Company, London, inaugurated a competition to secure a name for a new steel range they are placing on the market specially constructed for western Canada. The competition was a big success, over 18,000 names being submitted. The first prize was awarded to Mrs. R. G. Harrison, of Pense, Sask., who suggested the name "Saskalta," which is a combination of the abbreviated names of the two new provinces.

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Snap and Cattle Fasteners.

The Covert Manufacturing Co., West Troy, N.Y., have recently issued a revised edition of their catalogue, showing cuts of the different snaps, jacks, leads, chains, etc., manufactured by them. The revised work is carefully compiled and shows the different uses to which the harness straps and other articles are adapted. The catalogue will be sent on request by mentioning this paper.

Hardware Novelties.

The Frank Mossberg Company, Attleboro, Mass., have recently published a new edition of their catalogue displaying by carefully printed engravings many samples of their manufactured goods. The new catalogue deals with many wrenches, bicycle bells, gongs, chimes and special machinery or parts which they manufacture. The Frank Mossberg Company were the original patentees and manufacturers of the Cuckoo Chime and many other novelties. The catalogue will be sent on request by mentioning this paper.

A Handsome Calendar.

Carter Bros., hardware dealers, Picton, have presented their customers with a handsome calendar, one of which has been received at the office of Hardware and Metal. The design on the face consists of a half-tone engraving representing a horse carrying some children across a stream, while in the background is a mill half hidden by a number of large trees. The effect goes to produce a handsome calendar and a constant reminder that is likely to find a permanent place in the living rooms of the firm's customers.

North Bros.' Freezers.

North Bros. Manufacturing Co., Philadelphia, have published their 1908 catalogue dealing with the different makes of ice cream freezers, ice chippers and ice grinders manufactured by them. The catalogue is carefully arranged and contains cuts showing the different varieties and sizes made for all uses from the top which holds one quart to the big machine worked by electricity with a capacity of 40 quarts. The catalogue will be sent on request by mentioning this paper.

Canada Paint Calendar.

The 1908 calendar of the Canada Paint Co., Montreal, is, as in former years, a distinctly artistic production. The old style of stereotyped designs in antiquated chromos is departed from, and the calendar, both novel in its subject and treatment, is well worth securing. The scheme, that of a workman, suspended high up, painting a bridge, with pretty scenery stretching away for miles in the background, emanated from the advertising and designing department of the Canada Paint Co. The picture was drawn by a well-known Montreal artist, and is reproduced most effectively.

NEW BOAT MAKES RECORD.

Great interest was excited in Montreal over the arrival of the steamer Dunelm, conveying a cargo of pig iron from Middlesboro, consigned to Drummond, McCall & Co., Montreal, after the buoys in the St. Lawrence river were up, and navigation considered closed. Never in the history of the Montreal Harbor Commission, dating from 1824, has a vessel come up to Montreal after December 1. That the Dunelm, a lake steamer of no very great size, should therefore break all these records by over 14 days is regarded as an extraordinary feat. The story of the passage across the Atlantic is one long recital of struggles with severe storms, heavy seas and adverse winds, and that the Dunelm should have come through with the success that she did is most surprising. During one stormy night a part of the cargo, amounting to some two hundred tons of pig iron, which was stored between decks, shifted, giving the vessel a heavy list. Although a hurricane was raging, the crew opened the hatches, and put the iron in the hold. This was the maiden voyage of the Dunelm, which is owned by R. O. & A. B. McKay, of Hamilton. Next spring spring she will take her place on the Montreal-Fort William trade.

NEW LAWN SPRINKLER.

G. Buelna and C. R. Paett, Santa Barbara, Cal., have invented a new sprinkler, which is an improvement over those that revolve by the pressure of the water. It is claimed that the new sprayer will throw a spray at any angle, increasing or decreasing the radius at which the major part of this water falls, or the angle may be changed 180 degrees, in which case the rotation is reversed.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

Englehart, Ont., was proclaimed a town on Dec. 1.

The population of Fort William, Ont., has increased from 4,000 to 14,000 during the past five years.

The Canadian Iron & Foundry Co. will build a new foundry at Fort William. The company has purchased 30 acres on the Kaministikwia river.

Cement has reached eighth place in the value of manufactured articles in Canada. All buildings requiring great strength are made of reinforced concrete.

Work has started on the new buildings at Welland of the Page-Hersey Company, iron pipe manufacturers. The building will cost $150,000, and will employ one thousand men.

The main building of the Standard Drain Pipe Co., St, John's, Que., was destroyed by fire a few days ago. The loss to buildings and machinery will reach $125,000.

The Montreal City Council has decided to purchase a twelve million gallon pump, and it is to be installed with the shortest delay possible, which will mean in about a year.

Sheet tin and tin plate have this week been added to the list of Canada's manufacturies. The Canada Tin Plate and Sheet Steel Company, Morrisburg, is the only one manufacturing the above articles in Canada.

E. Lindeman, the Swedish minerologist, has examined the iron deposits of Vancouver Island, at the behest of the Dominion Government. He reports that the ore is largely of the magnetic variety, and is the most valuable commercially of the various grades of iron ore found in the Dominion.

The International Steel Company of Canada, Ontario Street, Montreal, has been placed in liquidation at the request of Stephen J. Lehuray, accountant, Montreal, whose claim amounts to $5,000 on a promissory note. According to a statement filed at the insolvency department of the Superior Court, the liabilities amount to between $20,000 and $30,000.

Fire broke out in the roof of the Pintsch's Compressing Gas Company, Montreal, and kept the firemen busy for two hours. The blaze started between the roof over the gas machines, and it was necessary to pull down the entire ceiling in order to get at the fire. The damage to the building was confined entirely to the roof, and the work of the plant was going on shortly after the firemen had ceased their efforts.

At a directors' meeting of the Montreal Steel Works, the usual quarterly dividend of 1¾ per cent. on the preferred stock of the company was declared payable on the 8th of January; also a dividend of 4½ per cent. on the common stock was declared payable on the 31st of January. This dividend of 4½ per cent., with the interim dividend of 2½ per cent. paid in July, makes a total dividend of 7 per cent. on the common stock for 1907, being the same dividend as that paid for the previous year.

Companies Incorporated.

The Page Hersey Iron Tube and Lead Company, Limited, Toronto, have increased their capital stock from two million dollars to $3,500,000.

The Souris Hardware Co., Souris, Man., have been incorporated, with a capital of $25,000, to manufacture hardware, tinware, paints, etc. The provisional directors include A. L. Young, J. W. Breakey and J. A. Sterling, of Souris, Man.

The Thomas A. Norris Company, Limited, has been incorporated as plumbers, steamfitters, etc,, with a capital of $40,000. The head office of the company will be at Toronto. The provisional directors named are R. J. McGowan, Margaret Norris and James O. Poole, all of Toronto.

The Twentieth Century Underfeed Furnace Company, Limited, with head office at Ottawa, has been incorporated, with a capital of $100,000, to manufacture and deal in stoves, furnaces and fixtures, of all kinds. The provisional directors named are, F. H. Lytle, O. H. King and R. W. Hart, all of Toronto.

The Crain Gypsum Company has been incorporated with a capital of $100,000, to deal in and dispose of all kinds of minerals and their products. The head office of the company will be at Cayuga, Ont., and the directors named are, J. P. Fell, G. L. Lovejoy, J. T. Mullany, Buffalo; J. A. Murphy Cayuga, and S. T. Macdonald, Hamilton.

The North American Oil and Gas Co., Limited, with a capital of $1,000,000, has been incorporated at Niagara Falls, Ont., for the purpose of acquiring and working mineral lands and developing and disposing of the same. The provisional directors named are, D. A. Coste, H. D. Symmes, Niagara Falls, and J. G. Kerr, Chatham.

The Bedford Mica Company, Limited, has been incorporated, to deal in minerals and their products. The capital stock of the company named is $100,000, consisting of $10 shares. The head office of the company will be at Toronto, and the provisional directors are, J. E. Day, J. M. Ferguson, E. O. O'Sullivan and Mary Donevan, all of Toronto.

The Imperial Gas Power Company has been incorporated to deal in and manufacture gas engines. automobiles, launches, and other articles of machinery and supplies, with a capital stock of $100,000. The head office of the company will be at Toronto, and the provisional directors are, W. B. Hampton, James Donnelly, W. B. DeGuerre, C. G. Munro and J. W. L. Forster, all of Toronto.

Building Notes.

Chesley, Ont., is to have a new post office.

F. W. Bird & Son, Hamilton, will erect a factory at Hastings.

George Klinck, Berlin, will erect a dwelling at a cost of $2,000.

Theo. Musselman, Berlin, will erect three dwellings to cost $5,000.

Elmira has a new rink this year, the cost of which will reach $5,000.

A new hospital will be erected at London, Ont., at a cost of $70,000.

The King Edward Hotel Co., London, will erect an hotel at a cost of $500,000.

The P. L. Robertson Mfg. Co., Hamilton, will erect a new factory at once.

The Toronto Ferry Co. will build a new shed in the spring to cost $15,000.

W. H. Cawthra, Toronto, will build a three-storey brick store to cost $19,000.

The American-Abell Engine & Thresher Co., Toronto, will erect a warehouse at Calgary, Alta.

The Delaware Seamless Tube Co., Auburn, Pa., will erect a factory at Sarnia, at a cost of $200,000.

Lever Bros., Toronto, have taken out a permit to add a two-storey addition to their factory to cost $45,800.

The Souris Hardware Co., Portage la Prairie, Man., are preparing to extend their building at a cost of $40,000.

The Dominion Government will expend the sum of $80,000 for servants' quarters at the Royal Military College, Kingston.

The American Furnace Co. are having a plant fitted up in Niagara Falls, Ont., for the manufacture of fine steel by electrical process.

The Park Drive Methodists, of Vancouver, have purchased a lot at a cost of $4,500, and intend building a new church in the spring.

The Collingwood Shipbuilding Co., of Collingwood, have the contract for building a new palace steamer for the Northern Navigation Co.

Boyer & Swartz, of Indiana, manufacturers of step ladders, swings, etc., have completed arrangements with the city council of Stratford for the erection of a factory at that place.

RECENT INVENTIONS.

L. Heuser, New York, has received a patent on a safety attachment for use on any ordinary razor. The guard is easily removed from the razor blade by raising the free end of the clamping arm and releasing the offset end or hook from engagement with the back of the razor.

G. H. Goodholm and J. A. Train, Lindsberg, Kan., have obtained a patent on a tool for splicing wire and for cutting pipes and rods. The tool provides a means for uniformly cutting tubes which need not be of exact cylindrical cross section, and for a novel pivotal adjustment for the operating levers.

A. Dahl, New York, has received a patent on his recently perfected folding ladder. The ladder is especially adapted for use by painters, interior decorators, etc., and its object is to provide a low, strong ladder, which can be folded in a small parcel for convenience in removing from one place to another, and also be readily extended for its legitimate use.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales
Please mention above brands in your indents and inquiries.

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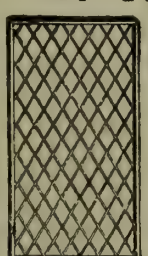

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Modern Conveniences for Farm Homes

The Seventh of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C.E.

Heating Systems.

The health and comfort of the home depends to a considerable extent upon the heating apparatus, which, in importance, is second only to that of sanitary plumbing. Stoves are a development of the fire-places of our ancestors. Their waste of fuel, their uncleanliness, and their inability to properly heat even one room are features recognized by most people. The ideal heating apparatus is one that will promptly and continuously supply every room in the house with enough warm fresh air to make it comfortable in the coldest weather. It must be easy to manage and not complicated in construction. The cost of installing a steam or hot-water system is more than that of a hot-air furnace. The amount of fuel used by them is less, but for a small house the hot-air furnace is most often used. It has the advantage, too, if properly installed, of supplying fresh air, while the other systems demand special means for ventilation, or dependence must be placed entirely upon opening the doors and windows.

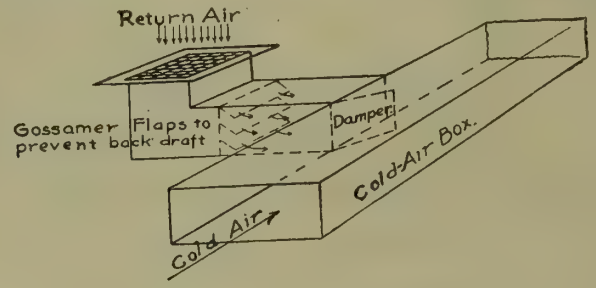

Fig. 20—Return Air Pipe.

Furnaces.

A furnace is a stove within a casing of galvanized iron or brick. Air is admitted to the space between the two and when it becomes heated passes through pipes to the different rooms of the house. The furnace may be constructed of cast iron, wrought iron, or steel. The cast-iron furnace has fewer joints than the one made of steel plates and will not vary in temperature so rapidly.

In construction there are two styles, the "direct" and the "indirect" draft. The better class of the "direct" draft furnaces have a radiator through which the hot gases pass on their way to the smokestack and so utilize much heat that would otherwise be lost. In the "indirect" draft furnaces the gases pass through radiators at the bottom and from there to the smokestack. A direct passage is furnished to be used when the fire is being started or when coal is being added. Some furnaces are "built to sell" by their size and are not furnished with a radiator. These will burn more fuel and give off less heat.

The smoke pipe should connect to the chimney as directly as possible, for elbows diminish the draft. The flue should be at least 8 inches by 12 inches and should have no other opening into it for range or fireplace. A clean-out door should be provided at the bottom, fitted with a tight door, and this door must be kept shut, except when cleaning out the flue.

The grate is one of the most important parts of a furnace, and there are many kinds to be had. The essential things are the removal of the ashes and cinders from the entire grate surface without carrying unburned coal with them, and the admission of air to secure proper combustion of the fuel. In comparing furnaces the average diameter of the fire pot is taken. The space above must be large enough to permit of the thorough mixing of the gases with air or else much heat will be lost by imperfect combustion. If soft coal is to be burned a larger combustion chamber is needed than with hard coal, as the supply of air must be greater.

Furnaces differ in the manner of bringing the air to be warmed into contact with the surfaces heated by the combustion of the fuel. The area of the heating surfaces should be about 60 times the area of the grate surface to prevent overheating of the air in cold weather.

Where natural gas is available the furnace can be arranged to burn it, but it is well to have a coal grate also in case the gas should be shut off. Wood furnaces are generally more simple in construction and are often built to take a 4-foot stick. Where wood is cheap excellent results may be obtained. The smoke should pass through a radiator, as in case of coal furnaces.

Distribution of Hot Air.

Much depends upon the location of the furnace. It should be placed somewhat to the north and west of the centre of the house—that is, toward the prevailing cold winds. As the hot air travels best through the pipes leading toward the sheltered part of the house and to the upper rooms, the pipes leading toward the north and west or to the rooms on the first floor should be given the preference with respect to length and size. Make all pipes as nearly the same length as possible and as short as the location of the registers will permit. Long horizontal runs of pipe should be avoided, especially in first-floor pipes. The pipes should pitch upward as sharply as possible so the resistance will be less. Each pipe should have a damper near the furnace. Each room should have a separate pipe, if possible, or the heat will go to the less-exposed room when a wind is blowing. Exposed pipes should be provided with an asbestos covering, even when made double; double pipes are the best for all work. Bright tin is almost always used for hot-air pipes, as it radiates less heat than any other suitable material. The registers should be as near the furnace as possible. Nothing is gained by putting them on the exposed side of the room and much heat is lost. First-floor registers may be placed in the floor if wall registers would interfere with the pipes to the second floor. Second-floor registers should be placed in the wall so as to avoid the necessity of cutting carpets and not to furnish recepacles for dirt. If only the first floor is heated the registers should be placed in the wall. The net area of the register should be about 15 per cent. greater than the section of its hot-air pipe.

The size of the room and whether it is a bedroom or living room; the run of pipes, whether short or long, straight or crooked, vertical or horizontal, should all be considered in determining the size of the hot-air pipes. Pipes can be too large, but more often they are too small. When in doubt, use the larger size. For first-floor rooms up to 12 feet square and 10-foot ceiling, 9-inch pipes should serve; for larger rooms up to 14 feet by 16 feet with 10-foot ceilings, use 10-inch pipes; and for rooms still larger, 12-inch pipes. Sleeping rooms and bathrooms on the first floor need 8-inch pipes. If any pipe is poorly located a size larger should be used.

The Cold Air Supply.

The cold-air supply pipe should be made of galvanized iron, as it will then be dust and fire proof and more durable than if made of wood, which cracks and admits the dust and the close air of the cellar. If it is made of wood, matched boards should be used and the wood should be stopped at least a foot from the furnace. The size of the cold-air pipe is often made equal to three-fourths the combined area of the hot-air pipes, as air expands when heated. It should never be smaller than this and might be made of the full area of the hot-air pipes. If not enough cold air is supplied, the pipes leading to the sheltered side of the house will take all the air and even draw down air from registers on the windward side. In attempting to warm these unfavorably located rooms in extreme weather the air must be overheated, which is hard on the furnace. In localities where zero

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weather is frequent a pipe is often provided to return the air of the house through the furnace. The area of this pipe should be equal to the combined areas of the hot-air pipes. This pipe is not to take the place of the fresh-air inlet, but can be used part of the day without harm. If used at all, it must be used intelligently, or else the saving of fuel is at the expense of health and comfort. When a return-air pipe is used, it often joins the fresh-air inlet pipe, as shown in figure 20. If this combination is installed, the pipe is full size from the furnace to where the inside supply pipe is connected and three-fourths size from there to the outside air. Both pipes should be provided with dampers. It is often necessary to shut off part of the cold air supply to start the fire, but the full supply should be turned on as soon as possible or the air will be taken from the cellar or from some of the registers. If it is found that some registers do not deliver enough warm air while others supply too much, the dampers can be adjusted to cut off part of the flow from rooms that have more than their share, which will throw it into the less favored pipes.

Rooms having fireplaces are more easily heated than others. All rooms not having fireplaces should have ventilators with pipes of half the size of the warm-air inlet and pipe, the opening being near the ceiling on the same side of the room as the warm-air inlet, but as far as possible from it. All these pipes should unite in the attic and have a common outlet, preferably surrounding the chimney, as the heat from the smoke flues will induce a draft.

If the furnace is of sufficient size and is properly located and the fittings well put up, it should give no more trouble than a single stove, while the risk of fire is much less. The satisfaction of a warm house, especially of warm floors, cannot be counted in dollars and cents.

An arrangement for regulating the dampers by hand can be placed in any convenient room on the first floor, which will reduce the labor of caring for the furnace by half, or an automatic temperature regulator can be used, which will not only secure an even temperature with less fuel, but will avoid the strain on the furnace caused by forgetting to close the dampers after the fire is started until reminded of it by the excessive heat of the room. An alarm clock with a ratchet or gear arranged to trip a lever and allow the weighted damper to open is often used to turn on the drafts in the early morning.

If the house has a fireplace or two, it is not necessary to use the furnace so early in the autumn or so late in the spring, as a small grate fire in the mornings removes the chill from the rooms with less expenditure of fuel. A good fireplace is a precious possession.

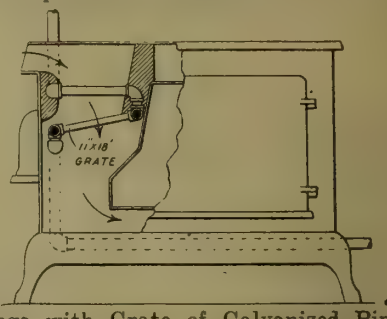
Hot Water Heating From a Range

The amount of heating which can be done from a cooking apparatus under favorable conditions is surprising. A heating system of this character can be studied and analyzed with some interest. An installation of the kind described in a recent issue of the Metal Worker, was made by H. O. Curtis & Co., Gardner, Mass., in a flat on the second floor of a building which was already heated.

The range from which the heating was done is known as the Nemo. In general appearance it closely resembles the regulation square oven range setting on feet and having a skirt base and an ornamental warming shelf. The peculiar features of the construction are the arrangements by which the draft can be either directed up through the grate, as is the usual custom, or it can be shut off from this point and the draft passed downward from the top of the fuel to the bottom and through the water grate which supports it, and through flues under the oven, from whence it rises in the regular way.

The range has a firebox 11x18 inches, and the grate, instead of having the customary castings, is made of galvanized iron pipe, the two outer bars being 1¼ in. pipe and the connecting bars being ½-in. pipe, so that it exposes a surface of at least 4 square feet. Being filled with water, it makes no difference which way the products of combustion pass or how hot the fire lying on the grate may be, it is not in danger of being burned out, but the hotter the fire the more the water is heated and the better the circulation through the radiators. The water-back for supplying hot water for domestic purposes is a casting as usual, and is connected with the boiler independently of the heating system.

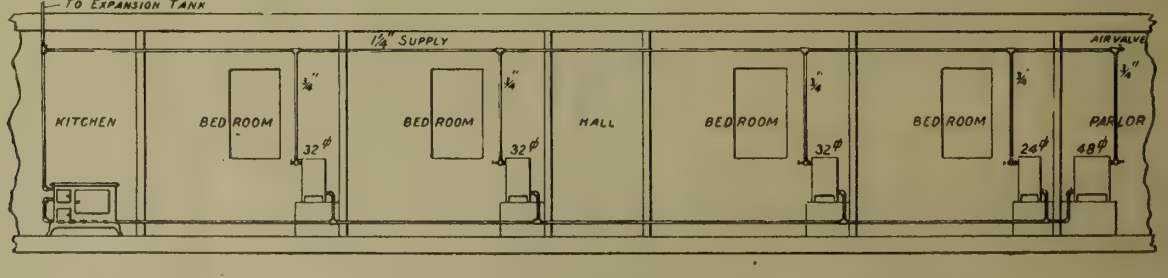
Running up from the pipe grate a 1¼-inch flow main runs along the ceiling, with radiators in four bedrooms and in the parlor, presenting an aggregate surface of 168 feet. In connection with the exposed surface in the flow main and the falling mains to the radiators the total radiating surface exposed is about 200 feet. With 4 square feet of surface in the grate and 200 feet of surface in the radiators, each sq. ft. of heating surface in the pipe grate must carry about 50 feet of radiating surface. This would seem extraordinarily large were it not for the fact that the part of the building to be heated is above a floor which is already heated and the floor above it again is heated, so that the duty imposed upon the water heater is less than



Range with Grate of Galvanized Pipe.

if it was on a ground floor and had to supply all the heat lost by the building.

The drops to the different radiators are ¾-in. in diameter, and the radiators used in the bedrooms present 32 square feet of surface, excepting the front chamber, which has the 24 square feet radiator, and the parlor, which has a 40 square feet radiator. Valves are placed on the different radiators, so that any one may be shut off when it is not needed. Provision is made for expansion by means of a very small pipe, which connects with the water supply pipe with the building by means of a branch from the return at the lowest point. At this point there is little danger of any of the hot water backing into the hot water service pipe to the bathroom or any flow from the heating system to supply the other fixtures. In fact, if there is any excessive cooling in the radiators or piping the domestic hot water supply system may serve to supplement it and give some assistance. The system has been in operation through two winters with apparent satisfaction to the occupants of the apartment.



Scheme of Heating a Flat from the Kitchen Range on Same Level.

NOW SHIPPING RADIATORS.

The King Radiator Co.'s plant at Toronto is now in successful operation with practically all the machinery in place. Shipments of radiators have commenced and work is in full swing. A description of the new the Dominion Radiator Co., Toronto, is in full swing. A description of the new plant will probably be published in the next issue of Plumber and Steamfitter. S. W. Howard, formerly of the Dominion Radiator Company, Toronto, has been appointed secretary-treasurer of the King Company.

A Paint Catechism

By G. B. Heckel.

41. What are chemical colors? Chemical colors and pigments produced by chemical action of one substance (usually in solution) upon another, resulting in the precipitation of a highly colored compound. Following are the principal chemical colors in common use: The various Prussian or cyanide blues (Chinese blue, Antwerp blue, etc.), made by precipitation from the ferro-cynide or ferri-cyanide of potassium by soluble salt of iron (Prussian blue is destroyed by lead carbonate.) The chrome or chromate yellows are made by precipitating a soluble lead salt by a soluble chromate, the resultant product being a lead chromate. The various shades (light, medium, deep, orange, etc.) are produced by precipitating with the chromate some modifying substance like lead sulphate or barium sulphate. There is also a very permanent zinc chrome in which the lead base is replaced by zinc.

Chrome or chromate greens are combinations of a specially prepared Prussian blue with chrome yellow, usually precipitated together and modified in the darker neutral shades by the type of chromate used. These greens in their pure state are unsatisfactory as to permanence, hence it is practically the universal custom to grind with them some inert protective pigment—barium sulphate preferably—which diffuses and reduces the pigment without materially impairing its color or opacity. A high grade of commercially pure green, therefore, usually contains about 75 per cent. of barytes. These greens should never be used with a white base containing carbonate of lead, as the Prussian blue content will be bleached by it in the can. Oxide of zinc, oxy-sulphate of lead, or a leaded zinc should be used as the white base. Chromium oxide, the original "chrome green," is now but little used on account of its prohibitive cost and its dull tone. Where great permanence is required, as on railroad signals and the port-light boxes of vessels it is still used to a limited extent.

Ultramarine and cobalt blue, English or Chinese vermilion, red lead and orange mineral, may also, in a certain sense, be termed chemical colors, in that they are the products of chemical transformation. The two blues are produced by a special method of fusing together the components of lapis lazuli (the original ultramarine). Neither of these colors should be used with any other pigment or substance containing lead. White lead, chrome yellows, chrome greens and even oils containing lead driers are therefore debarred. Oxy-sulphate of lead does not act so quickly as the carbonate in discoloring the blue, but will act surely if slowly. The preferable white bases for these colors are oxide of zinc or sublimed lead, with or without the addition of inert pigments.

There are two true cobalt blues, of which one is familiar as "smales." The other is a compound oxide of cobalt and alumina. It is more familiar as an artist's color than as a pigment for house paints. The quicksilver vermilions are a sulphide of mercury, produced either by sublimation or by a precipitation process. Their color is apparently due to the form of the particles, and gradually changes, on exposure, to the natural brown or black normal sulphide of mercury. They have been largely replaced by the so-called American vermilions and vermilionettes, the latter being really a form of lake and will be described under that heading.

American vermilion, sometimes designated as Chinese red, Persian scarlet and other names, was for many years in great demand owing to its permanency, but as it loses its brilliancy by the breaking of its crystals when milled, it is now largely replaced by the aniline scarlets which are classed among the fastest of the vermilionettes. In composition it is a basic chromate of lead, requiring special treatment to develop its color.

Red lead and orange mineral, as well as litharge, are oxides of lead. The first-named is produced by further oxidation of litharge at a low heat in an open furnace. Orange mineral is similarly produced by oxidation from the carbonate of lead instead of pig lead, and is therefore amorphous in structure and not crystalline. This makes it much easier to hold in suspension, while its color is lighter and more brilliant. These oxides form a cement with linseed oil and tend to harden in the can. Freshly mixed, they form an excellent protective coating for metal surfaces, but in time they produce "livery" paint. The addition of certain substances in small percentages delays this action. Fine grinding impairs their color.

42. What are color lakes? A color or pigment lake is a pigment produced by the combination of a dye with a mineral base.

The varieties are exceedingly numerous. The number of such pigments among artists', lithographers' and carriage colors is, however, much larger than among house painting materials, since many of the lakes are transparent or translucent.

Some of the lakes are formed by simultaneous precipitation of the mineral base from solution with the coloring matter. The preferred base in such cases is usually alumina or barium sulphate.

The para reds, which have come into extensive use on account of their beauty, durability and body, are more brilliant and more permanent than quicksilver vermilion. Neither class of reds can be used with a white lead base without destroying the color.

(To be Continued.)

PAINT COMPANY'S NEW MANAGER.

H. W. Benedict, who has been recently appointed manager of the Standard Paint Company of Canada, has had a long and practical experience of the paint trade in all its manifold branches.

Starting in the office of the Standard Paint Company, New York, the parent company of the concern for which he is now manager, he steadily forged ahead, filling more and more important positions to the satisfaction of all concerned. Mr. Benedict eventually became manager of the Cincinnati office of the Standard Paint Company, New York. From here Mr. Benedict came to Montreal, where his varied experience—he having traveled all over Canada and the States—and his commercial acumen, eminently suit him for the post he now fills. Mr. Benedict has a large field of

H. W. BENEDICT, MONTREAL,
Recently Appointed Manager of the Standard Paint Co., of Canada.

operations before him, and his friends have ample confidence in his ability to cope with it successfully.

BLENDING TURPENTINE.

Although turpentine has risen considerably in price, the quality has in many instances deteriorated, both American and French turpentine being frequently adulterated with mineral oil or resin oil, and as these adjuncts do not possess the properties of turpentine they are practically worthless to the consumer. The property to which turpentine is indebted for its suitability for paint and varnish-making consists in its power of absorbing oxygen from the air, so that the paints and varnishes dry. The criterion of value in the chemical examination of turpentine is the iodine value, namely, the number of parts by weight of iodine taken up by 100 parts of the oil, and this value stands in a definite ratio with the amount of oxygen the oil is capable of taking up from the atmosphere. The addition of mineral oil lowers the iodine value, this class of oil absorbing neither iodine nor oxygen. In addition to American and French turpentine, a Russian product, obtained by the dry distillation of felled pine timber, and therefore containing a certain quantity of tar, is now on the market. The price of this article being about 60 per cent. that of American turpentine, certain smart American operators have adopted the practice of importing Russian turpentine, blending it with the native article, and selling the mixture in Europe as pure American turpentine. Another kind of turpentine recently introduced into commerce is prepared in cellulose factories, being eliminated from the wood by steaming at a lower temperature than that necessary to decompose the woody substance itself. This method of manufacture keeps the oil free from tar, and though it has a peculiar odor, due to a substance that is formed in the treatment of the wood in the celluloid steamers, it is pure, and possesses the same iodine value and other properties of French turpentine, so that its practical value is considerably higher than that of Russian turpentine.—Organ fur Oel-und Fett-Handel.

Paint and Oil Markets

MONTREAL.

Montreal, Dec. 27.—This is a broken week, and a holiday air seems to dominate the various white lead and color manufacturies. No features of note have occurred for several days, but there seems to be a confident undertone which speaks for livelier conditions after the turn of the year.

Linseed Oil—The market is firm, and some encouraging shipments have gone forward. We quote as follows: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9, 61c.

Turpentine—Turpentine is still quiet. A slight tendency to sag is reported from the south, but not sufficient to influence quotations here, which we repeat as follows: Single barrels, 70c; wood distilled turpentine, pure, 64c.

Ground White Lead—The pig lead marvet is still disturbed, and some hesitancy is being experienced in placing large orders for ground white lead, although some factories are fairly busy upon popular brands. We quote: Government standard, $6.75; No. 1, $6.50.

Red Lead—Holders do not seem to be affected by Old Country quotations, and consequently figures remain as follows: Genuine red lead, in casks, $6; in 100-lb. kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

Dry White Zinc—No weakness is reported in this article, and quotations hold up well as follows: V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—This line has been moving more freely, and the absence of uncertainty in the quotations brings out a fair amount of business: Pure, 8½c; No. 1, 7c; No. 2, 5⅜c.

Varnishes—The trading has been of a holiday character, and it is not thought that the market will show any strength for some little time.

Putty—Each day brings a fair number of orders for this article, and the price list is still as follows: Pure lin-

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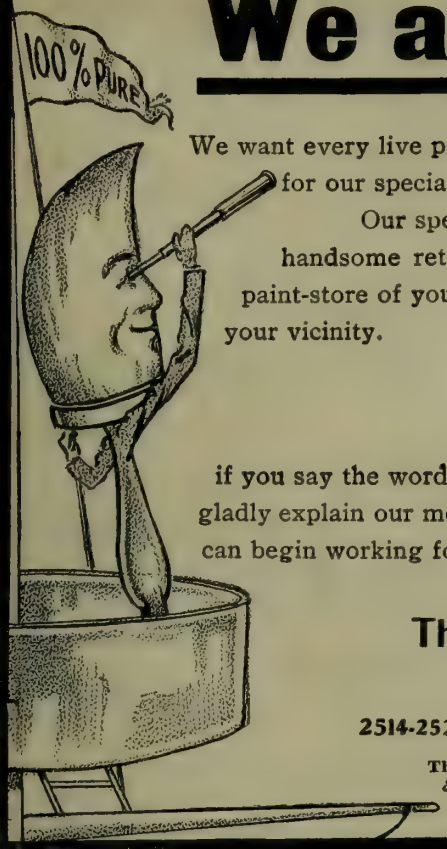

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—

TORONTO.

Toronto, Dec. 26.—The paint and oil markets are dull with no business coming in for the reason that the travelers are at present engaged looking after their samples for another year. The season is expected to open rather late this season, and some houses do not intend to send their travelers on the road until February.

During the year just ending a number of marked, as well as unexpected changes have occurred on the markets caused by various reasons.

Linseed oil and turpentine have undergone marked changes during the year. In the case of turpentine it will be remembered that the price in January last was 96 cents by the single barrel, and by leaps soared to $1.05, a very high price, caused by combinations in the south. The prices given in the last issue still hold good, and in the cases of turpentine and linseed oil, are about where they belong. No important changes have taken place on the markets for about a month, as this is the dull season.

The following is a brief table of the most important changes noted in the market during the year:

White Lead—In January last the quotations were the highest of the whole year. Pure was quoted at from $7.25 to $7.50, No. 1 at $6.90 to $7.15. Last week's prices were $6.90 for pure and $6.75 for No. 1, so it will be seen that while prices kept fairly steady during the year there has been a decline due to recent fluctuations of lead in the metal market.

Turpentine—The corner in the south, together with the stringency of money, were responsible for the changes noticed in the price of turpentine during 1907. The decrease in price by the single barrel at present and in January last is 26c. January's quotations being at 96 cents. During the year the highest quotation reached was $1.05 by the single barrel. This was very unusual, as last week's quotation of 70 cents is considered a fair price.

Linseed Oil—The price of linseed oil during the year has been comparatively steady. The oil has been in demand for a great part of the year, and prices have remained around 64c until the middle of November when seed dropped and oil was lowered to 60 cents in sympathy.

Paris Green—The demand for paris green was quite equalled by the supply on the local market this year. The minimum quotations were for Canadian 25c a lb., and English 25¾c. a lb., from these figures the prices went to 30c and 30¼c., respectively, at which figure the market closed about August. The prices in 1907 were much higher than in 1906, owing to the scarcity of raw materials.

Varnishes—The price of varnishes during the year has been fairly steady, there being few changes in the price of shellac.

Petroleum—Petroleum has been steady all year, though at times the price has moved up or down several points, the demand has been steady all season at American prime white 13c, American water 14½c, Pratt's astral at 18c.

Glass and Putty—This industry has not met with a setback during the whole year, and except for a few unimportant changes, the market has been steady all season.

Wouldn't it Be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending **ELASTILITE**?

ELASTILITE VARNISH is for all outside or inside uses. Good Body, Brilliant Lustre, and very Durable.

In cans only, ½ pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.
LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.
Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

DON'T ROLL THE BARREL.

After varnish stands for a few days a sediment collects in the bottom of the barrels which consists chiefly of manganese-drier and refuse of the gum, known as varnish foots. When this has settled, if the barrel is disturbed by shaking this sediment mixes with the varnish. This is clearly shown when the varnish is applied over white or any delicate tints by the dirty and irregular patches. This is why varnish when stored in barrels should never be moved about. A good method of removing varnish from barrels is to insert a treacle tap in the barrel about two inches from the bottom so that the varnish will run clear of the foots. Then place on a stand and allow to settle some time before using.

The Paint with the Lasting Lustre is

NEW ERA PAINT

Before placing your spring orders why not inquire into the claims we make for New Era Paint? We know that New Era Paint cannot be excelled on the Canadian market, and we know it makes friends for every dealer who handles it.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses :

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE ***GUARANTEED*** WHEN MADE BY

The Canadian Bronze Powder Works

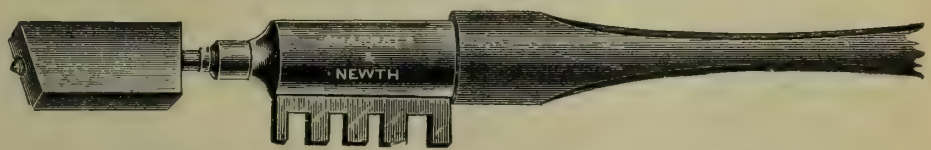
Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

A LIBERAL REWARD

will be paid to any person furnishing information that will enable us to prosecute any infringement on

LUCAS

GENUINE IMPERIAL FRENCH GREEN

Not being able to make the goods, several persons have displayed a shrewdness in their operations which has kept them just outside the pale of the law, in attempting to place on their packages a label resembling the Lucas label. We will prosecute infringement.

John Lucas & Co

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

—— to ——

The MaceLan Publishing Co.

Technical Book Department

10 Front St. E.——————TORONTO

TRADE MARK

FOR PLATE

How is Your Stock of

White Nickel and Plated Flat Ware?

We have on hand a special consignment of SPOONS and FORKS in

"Alaska" and "Singalese" White Nickel Hutton's "H. & S. A1" Silver Plate

from which to make immediate shipments.

If your jobber has none of these goods, let us know and we will supply you through him.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

TRADE MARK

FOR CUTLERY

W. J. GRANT, Lindsay Bldg. MONTREAL

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

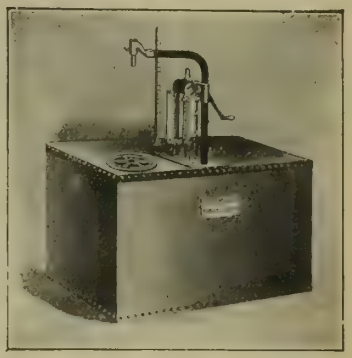
A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

MAKE MORE MONEY

Your oils can be made a source of greater profit if you stop the losses from leakage, evaporation and waste. These losses can be effectually stopped by storing the oils in

BOWSER SELF-MEASURING OIL TANKS



CUT 9.—FIRST FLOOR TANK FOR HEAVY OILS

Bowser Tanks prevent gasolene from evaporating, linseed oil from sticking and gumming, and stop the leakage and seepage of all oils.

Putting your money in a Bowser means putting more of it in your own pocket.

Catalog V describes the Bowser Outfits for all oils. Write for it to-day, and start to make more money.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English **For all** Varnish **Purposes**

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE **Imperial French Green** of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED **English Varnishes** of CHAS. TURNER & SON, LONDON.

There's Money in the Roof!

Not much in one roof perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right, and our deliveries are always prompt. Ask us about "GENASCO" READY ROOFING?

ALEX. McARTHUR & CO., Limited

82 McGill Street. MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the North West Provinces.

CURRENT MARKET QUOTATIONS.

December 27, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ....per lb...	0 11	0 12
Hallett'	0 11	0 12

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 0	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 1 c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb	
Casting ingot..........	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...	25 00	
Plain sheets, 14 oz......................	25 00	
Plain, 16 oz,, 14x48 and 14x60	25 00	
Tinned copper sheet, base	27 00	
Planished base................	30 00	
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge........................	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 95	3 80	3 95	....
22-24 ..	4 20	4 05	4 00	4 05
26........	4 45	4 30	4 40	4 30
28...... ..	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. .... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, " ..	24 50	25 00
" soft " ..	24 00	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 00
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron........	30 00	31 00
Lowmoor iron................		6 50
Angles...............		2 65
Common bar, per 100 lb......	2 15	2 25
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅜ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel......		0 12
Mining cast steel....		0 08
Warranted cast steel....		0 14
Annealed cast steel		0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 $30 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.	Per box.	
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	4 65	5 00
I X, 14 x 20 "	5 40	5 75
I XX, 14 x 20 "	6 15	6 50

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	4 25	4 35
20x28, double box	8 50	8 70

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	8 00
IX., Terne Tin		9 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge......	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb......	4 00	4 25
Bar, "	4 25	4 50
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks....................	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

3) per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08½
Light brass................	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead................	0 03	0 02¾
Scrap zinc	0 03	0 03
No. 1 scrap iron	12 00	10 00
" 2 wrought "	....	5 50
Machinery cast scrap ...	15 00	15 00
Stove plate................	12 00	13 00
Malleable and steel	9 00	8 00
Old rubbers....	0 09	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	2 00
No. 4 " " ...... "	1 90
No 7 Fuller's...... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35

Square head brass cocks, 45; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 10 p.c. off.
Lead waste, 10 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch........	2 58	¼ inch........	3 41
⅜ "	2 58	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 1	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 45½	0 48
2-lb. or over .... "	0 42½	0 46

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 21½
Wiping........................	0 21	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green conperas (green vitrol)........	0 01
Sugar of lead.......	0 08
Lump olive..........................	0 01¾

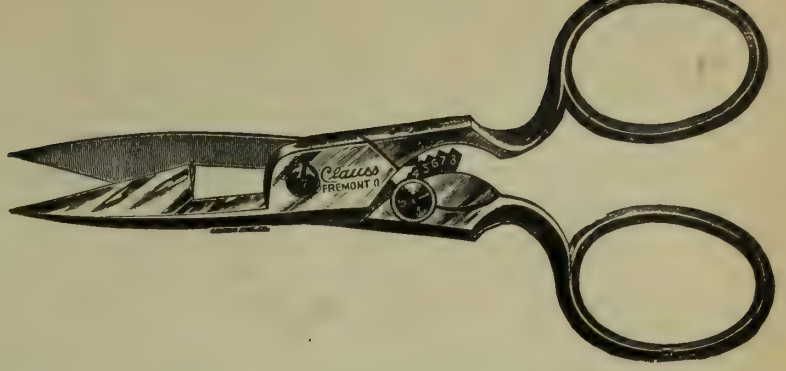
COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 0[illegible]
Chrome yellow	"	....	0 15
Golden ochre	"	....	0 10
French "	"	....	0 08
Marine black	"	....	0 04
Chrome green	"	....	0 0[illegible]
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of button hole. Ask for discounts.



The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 12½

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½	
25-lb drums	0 25¾	

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era"		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D. Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 40	2 55
Fine orange	2 20	2 35
Medium orange, No. 1	2 00	2 15

TURPENTINE AND OIL.

Prime white petroleum per gal		0 14
Water white "		0 15½
Pratt's astral "		0 18½
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 21	0 23½
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 70	0 70
Linseed Oil, " raw	0 59	0 60
" " boiled	0 62	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 75
No. 1 Canadian	6 50
Munro's Select Flake White	6 90
Elephant and Decorators' Pure	6 90
Monarch	7 25
Standard Decorator's	7 00
Essex Genuine	6 25
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "I-land City" pure	7 25
Sanderson Pearcy's	7 00
Robertson's C.P., lead	7 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 85
No. 1, 100 lb. kegs, per cwt	6 35

WINDOW GLASS

Size United inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 25	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

Discount—16-oz. 25 per cent; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 10	2 10
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
" wood		2 25

Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in., 100 lb. net		7 25
" " 5-in., "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.		4 75
over 12 in. "		3 75
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08
Canadian ball peau, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill.................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'...........per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian........... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler s ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium. $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
aple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's ....each 0 90 2 85
" steel........each 0 80 8 00
Berg's, each.................. 0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick. 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

		doz. pairs.
Stearns wood track	4 50	6 00
Zenith.......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets..		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail..............	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

LAWN MOWERS

Low wheel. 12, 14 and 16-inch $2 30
9-inch wheel, 12-inch 2 85
" " 14 " 3 00
" " 16 " 3 12½
High wheel, 12 " 4 05
" " 14 " 4 50
" " 16 " 4 75

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'............. 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb....... .... 0 12½
Brook's.................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.......	55 and 5
Bolt Ends....................	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint......	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in, $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d........................	4 00	3 55
3d........................	3 15	3 25
4 and 5d........	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d..................	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails. discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood ....per doz. 3 25 4 00
" iron .... " 4 25 5 00
Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 17½ per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. —— MONTREAL.

CUTLERY AND SILVER-WARE.

RAZORS. per doz.

Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's............ 3 60 10 00
Lewis Bros.' "Klean Kutter' 8 50 10 50
Henckel's 7 50 20 00
Berg's 7 50 20 00
Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymour's, discount 50 and 10 per cent.
Berg's.......................... 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz............ 0 40 0 75
Mincing knives per doz 0 50 0 80
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 103........ 1 35 2 00
Kitchen hooks, bright 0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 90
" No. 50, nickle-plated, " 0 95
" handles, japaned, per gross 9 25
" " nickled, " 9 75
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set.............. .... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast.....per doz. 6 50
Lift Tubular and Hinge Plain, " 4 75
No. 0, safety .... " 4 00
Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch........ " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch........................ " 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz...................... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string........ .... 3 65 4 70
" 3 " 2 90 3 40

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose, per case.... .... 0 57
" 4 " packages, per case 0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz.... .... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops...................... .... 1 25
"900" mops...................... .... 1 25
Folding ironing boards..........12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 7 55
Common doors, 2 or 3 panel, light stair per doz............................ 9 55

WASHBOARDS.

Cane's, per doz.......... .... 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy.............................. 54 00
Stephenson.............................. 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. . 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz. 1 00 1 50
Bullard's.............. " 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ....per gross ... 7 80
" " .... " 9 60

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 22 1 00
Awning .... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 3 00
Canadian pitcher spout ... 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal.................................. 0 10½
Pure Manilla 0 15
"British" Manilla...................... 0 12
Cotton, 3-16 inch and larger......0 21 0 23
" 5-32 inch 0 25 0 27
" ¼ inch 0 25 0 28
Russia Deep Sea 0 16
Jute.................................. 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 09½
500 " standard 0 09½
550 " " manilla 0 10½
600 " " " 0 12½
650 " " " 0 13½
Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ....per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe.......... " 0 10
Deer Creek............ " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.... 20 00 22 00
" under 40 lb., " 24 00
" 200 lb. and over 23 00

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Carriage Mountings Co., Ltd., Toronto

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd , Toronto.
Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co , Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa
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Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo ., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co , Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

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Wheeler & Bain, Toronto

Fencing—Woven Wire
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Files and Rasps.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
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Shirreff Mfg. Co., Brockville Ont.

Furnaces.
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Galvanizing.
Canada Metal Co., Toronto.
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Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Hobbs Mfg. Co., London
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
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Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros Tool Co., Chicago

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg Ont.

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Hoop Iron.
Frothingham & Workman Montreal.
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Horse Blankets.
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Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
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Lathe Dogs.
Armstrong Bros. Tool Co , Chicago

Lathe Tools.
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Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co. London, Ont.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Lye
Gillett, E. W., & Co., Toronto

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

Packing.
Gutta Percha & Rubber Co Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshaw
Robertson Jas., Co. Montreal.
Robertson, Jas., Co., Limited, Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.
Majestic Polishes, Toronto

Portland Cement.
International Portland Cement Co Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Printing.
London Printing & Lithographing Co., London, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Fabien, C. P., Montreal.

Registers
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Standard Paint Co., Montreal.
Wheeler and Bain, Toronto

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.
Cameron & Campbell Toronto.

Screws, Nuts, Bolts.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe
McFarlane, Walter, Glasgow

Sewer Pipes
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Chown, Edwin, and Son, Kingston
McClary's, London, Ont.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co, Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard Wm., Toronto
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co. Brockville
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks
Montreal Rolling Mills Co., Montreal
Ontario Tack Co., Hamilton.

Tents.
Tobin Tent and Awning Co., Ottawa

Tin Plate.
American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co, Chicago

Turpentine
Defiance Mfg. Co., Toronto.

Ventilators
Harris, J. W., Co., Montreal.
Pearson, G. o. D., Montreal.

Wall Paper
Staunton Limited Toronto.

Wall Paper Cleaner.
Gilbert, Frank U. S., Cleveland

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Birkett, Thos., & Sons Co., Ottawa
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton

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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co, London, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers
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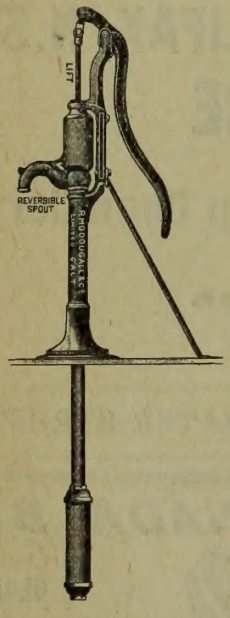

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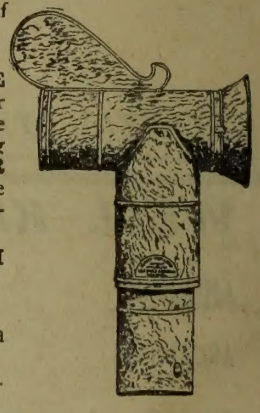

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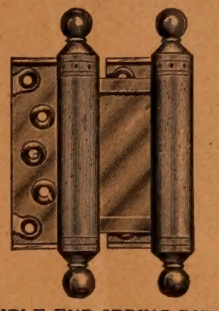

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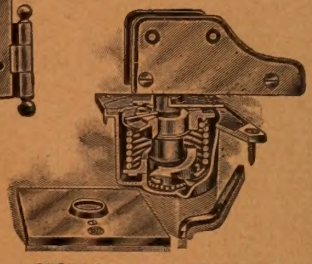

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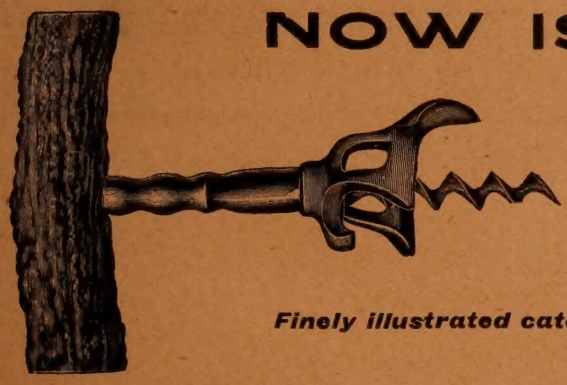

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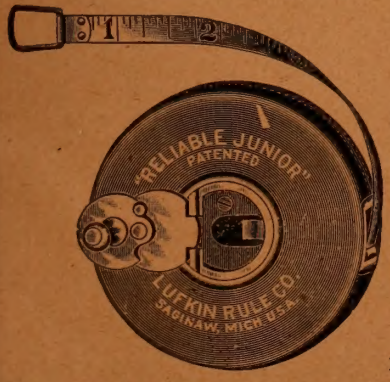

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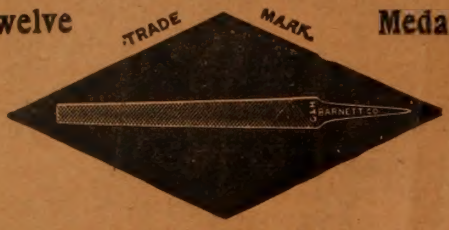
Twelve  Medals

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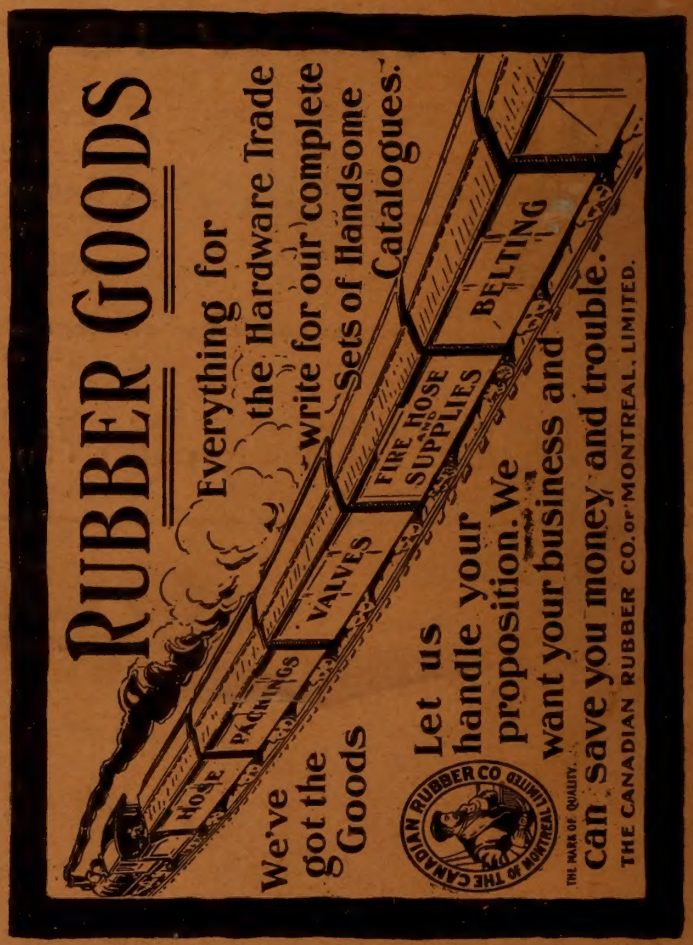
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